

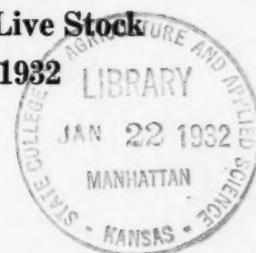
# *The* PRODUCER

Vol. XIII

DENVER, COLORADO

No. 8

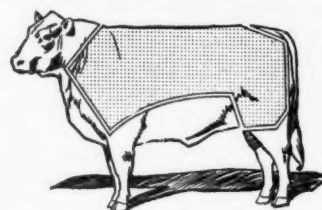
Thirty-fifth Annual Convention of American National Live Stock  
Association, San Antonio, Texas, January 27-29, 1932



FOR YOUR GOOD HEALTH  
EAT PLENTY OF GOOD BEEF

---

*If they still threw away*  
**A THIRD**  
*of every beef*



IN THE DAYS when cattle went to market chiefly as meat, hides and tallow, fully one-third of each animal was completely wasted—dumped into rivers, buried in trenches or converted into a few by-products which barely yielded the cost of their salvage.

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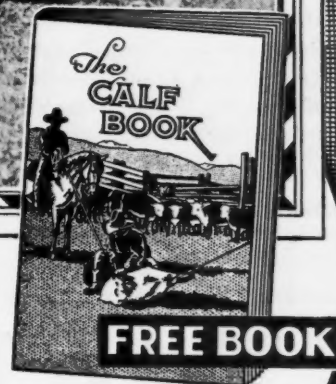
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*T. H. Lee*  
President

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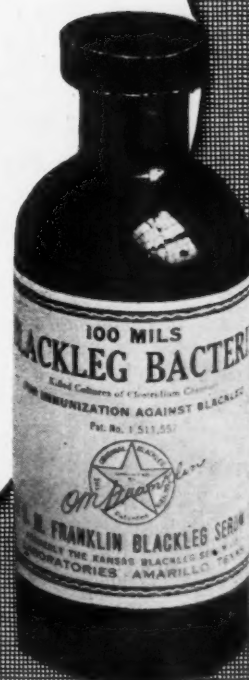
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Fresh stocks of Franklin Biologics at local Drug Store Agencies.

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## Two Big Problems—

### PROGRESS!

Value of live stock handled on Fort Worth market since starting in July, 1930, over

**\$3,000,000**

Loans on live stock up to December 15, 1931,

**\$3,601,045**

Rediscounting capacity over \$5,000,000.

**T**HE live-stock industry is experiencing one of the worst market situations in its history. All classes of cattle, sheep, and hogs—particularly slaughter animals—are selling at the lowest price-levels within twenty to thirty years. Therefore, the two biggest problems to be solved are orderly marketing and increasing meat consumption. **ONLY UNITED ACTION ON THE PART OF LIVE-STOCK MEN CAN SOLVE THESE PROBLEMS!**

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## Texas Live Stock Marketing Association

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# Welcome, DELEGATES!

*S*AN ANTONIO, "Mother City" of the Empire of the Southwest, extends greetings to delegates to the Convention of the American National Live Stock Association, who will gather in her midst from January 27 to 29.

It is the desire of all residents of this city that the leaders of the Live Stock Industry who assemble as the new year swings open find their stay most pleasant and their meeting one which is productive of great things.

San Antonio Chamber of Commerce



# Greetings to the Cattlemen of the West!

*Thos. E. Wilson.*

Our sincere wish is for a successful  
meeting of the American National  
Live Stock Association at San  
Antonio.



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LOS ANGELES  
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# THE PRODUCER

## THE NATIONAL LIVE STOCK MONTHLY

Volume XIII

DENVER, COLORADO, JANUARY, 1932

Number 8

### King Beef\*

BY ROBERT C. M. AULD

*Right sacred is our Ox's rump,  
And history will evince,  
If fame deceive not with her trump,  
'Twas deified long since.*

**F**OR MORE THAN TWO MILLENNIUMS THE meat of the festal and holiday seasons has been beef. The vogue of turkey in America dates from the first Thanksgiving, when the only

bovines in little Plymouth Colony were kept for their milk, and when the only game of sufficient richness and delicacy was the wild woods turkey. Yet, in spite of this impetus to popularity, turkey has never displaced the high ideal of the "Christmas roast" of beef, and the dating of the late-fall live-stock shows over the United States and Canada, with their tremendous exhibitions of primest bullocks, supplies the wherewithal each year for preservation of the traditional custom.

\*Reprinted, with permission, from "Monthly Letter to Animal Husbandmen," published by Armour's Live Stock Bureau, Chicago, Illinois.



CHARLES II KNIGHTING LOIN OF BEEF



The relation of cattle to primitive religions and their high value as a sacrificial offering measure the esteem in which man held the ox at the dawn of historic record, perhaps better than any early expression on its desirability as human food. The tribal position of the patriarchs in Genesis was determined by their herds and flocks, while the mythology of the Semitic races, the Egyptians, and the Greeks was filled with references to cattle. The infant Mercury demonstrated the gods' regard for beef when he drove fifty of Apollo's cattle to a secluded spot and killed two of them, devouring them both at a single meal. Missing them, Apollo charged Mercury with their theft and haled him before the "court" of Olympus for punishment. But Mercury, who had invented the lyre early on the morning of this gastronomic adventure, so charmed Apollo with the new instrument that he was granted pardon.

Ulysses fared less favorably with Apollo. Although he had regard for the sacred character of the bovine species, during one of his absences Ulys-

ses' servant slew some of the cattle, to the amazement and terror of Ulysses' household. The meat lowed when roasting on the spits, and the empty skins writhed and crawled as if alive. Apollo was enraged, and, in order to appease his wrath, Jupiter smashed the galley of Ulysses with a thunderbolt, drowning all on board except the commander, who had not partaken of the sacred flesh.

#### First Bovine Standard

The first standard of characteristics for animals of the beef type is that of Mago, the Carthaginian, who wrote about 600 B.C., though his date is very uncertain. He was quoted by subsequent Latin writers and by Mascal in the "First Booke of Cattell." Mago wrote:

The oxen that we should procure should be young, square-formed, with large limbs, high, strong, black horns, the forehead broad and curly, ears rough, eyes and lips black, nostrils turned up, and wide neck, long and muscular, dewlap large, reaching nearly to the knees, chest broad, shoulders large, belly roomy, and as it were filling out, flanks extended, loins broad, back straight and even, or slightly depressed, haunches round, legs compact and straight, but rather short than long, knees moderate, hoofs large, tail very long and hairy, the hair of the whole body thick and short, the color red or dark brown, and the whole body very soft to the touch or handle.

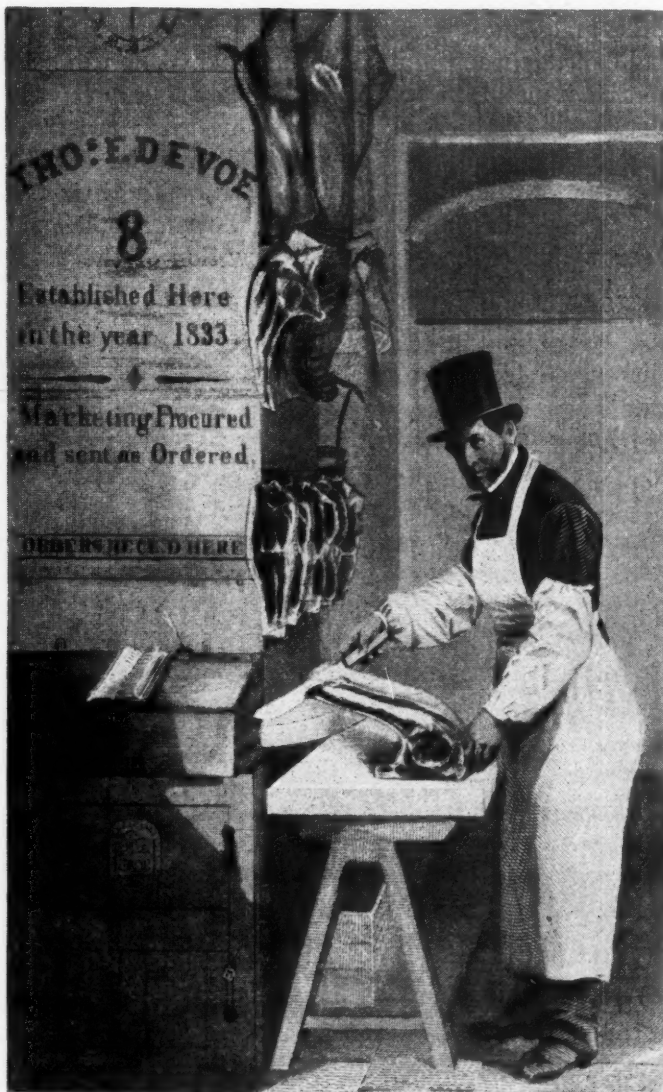
#### Roman Beef

Virgil wrote much on the quality of beef and the mating of cattle in his agricultural books, especially the "Georgics." From him we learned how to judge when the ox was ready for slaughter. He says: "When a beast is fat, he will show himself to the eye by a roll of fat as big as one's fist; which, when he walks, moves easily forward, before his shoulders; such a roll of fat may likewise be seen in the flank." This early recognition of the significance of flank fat and the "shoulder vein," as a measure of the degree of fattening, is of considerable interest.

The Romans perfected the technique of cattle-breeding to a high degree, although they looked more to the draft and milk qualities of cattle than they did to improvement of the flesh. After the fall of the Roman Empire, beef became more of a scarcity, and the meat of the common people of the Middle Ages was pork, while beef went to the nobility.

#### Origin of Beefsteak

So desirable was beef in this clouded period of history, and so eager was the ordinary man to sample it, that a fable soon developed regarding its discovery comparable to Charles Lamb's "Dissertation on Roast Pig." The story of the discovery of that important feature of modern dining, the beefsteak, was thus given in the Middle Ages, according to Thomas Farrington De Voe, who repeated in his book "The Market Assistant" (1867) a story transmitted to him by Henry W. Dunshee:



THOMAS FARRINGTON DE VOE IN HIS NEW YORK SHOP

Lucius Plaucus, a Roman of rank, was ordered by the emperor Trajan for some offense to act as one of the menial sacrificers to Jupiter. He resisted, but was at length dragged to the altar. There the fragments of the victim lay on the fire, and the unfortunate senator was forcibly compelled to turn them. In the process of roasting, one of the slices slipped off the coals, and was caught by Plaucus as it fell. It burned his fingers, and he instinctively thrust them into his mouth. In that moment he had made the grand discovery that the taste of a slice thus carbonized was infinitely superior to all the old soldiers' cooking in Rome. A new expedient to satisfy his dignity was suggested at the same time, and he at once evinced his obedience to the emperor by seeming to go through the sacrifices with due regularity, as well as his scorn of the employment, by turning the whole ceremony into a matter of appetite. He swallowed every slice, deluded Trajan, defrauded Jupiter, and invented the beef-steak. A discovery of this magnitude could not long be concealed. The sacrifices began to disappear with a rapidity and satisfaction to the parties too extraordinary to go unnoticed. The priests of Jupiter adopted the practice with avidity and delight, and the King of Olympus must soon have been starved if he depended solely on any share of the good things of Rome.

#### A Nation of Beef-Eaters

English history is full of the English as beef-eaters, and they naturally became the elite of their order. They were so loyal that they became the protectors of royalty, and were transformed into the yeoman of the guard, whose duties were to attend the king on all his outgoings and incomings, and to wait on him at court and table. They came into great favor with Henry VII, since whose time they formed part of the train of royalty. They have maintained their ancient costume, Henry VIII having them wear heavy, ornate uniforms, so that in his presence their bulky forms would appear to diminish his own obesity. These royal henchmen can be seen in all their ancient glory of costume as custodians of London Tower.

#### "The Roast Beef of Old England"

Beef-eaters were, however, not all gross, beefy, and fat, as it is to the eating of beef that English writers attribute the fighting qualities of John Bull. Thackeray declared: "This is the meat I would eat were I going to do battle with a foe."

Mr. Buckle, that extraordinary fact-historian, thought that he could characterize the different races by the kind of food upon which they fed. Fielding's famous saying is that it was the eating of roast beef to which could be accredited the production of that stout warrior breed of the seas, each one of whom Nelson used to declare equal to three Frenchmen. In 1731, Fielding embalmed the following verse in his "Grub Street Opera":

When mighty roast beef was the Englishman's food,  
It ennobled our hearts and enriched our blood.  
Our soldiers were brave and our courtiers good.  
Oh, the Roast Beef of Old England,  
And, oh, the English Roast Beef!

#### Monasteries and Raiders

With the Reformation great disaster happened to the monasteries, but their traditions remained.

The monks of Melrose made good kaile  
On Friday, when they fasted;  
Nor wanted they good beef and ale  
As lang's their neighbors' lasted.

"The mart" was the usual killing beast at Martin-mass, to be salted down for winter use. In 1793 one ox valued at 40 shillings supplied the flesh market for a fortnight.

One indirect indication of the monastic influence is the origin of fairs, which were originally festivals of the church, held on Sunday—which custom prevailed almost down to modern times. These fairs



AN ENGLISH MARKET TYPICAL OF EARLY DAYS

were instituted in nearly every parish, and named in honor of the patron saint of the parish. Later they were called "trysts" and "markets"—or now "marts." Another influence was undoubtedly that of the Border and Highland raiders, and Wat o' Harden and Rob Roy MacGregor are names that "stand" for this sort of romance. Wat considered his raiding a knightly pursuit, and Rob a chieftain's; though he was, in English parlance, respectfully designated a "gentleman drover." But the nobility engaged heavily in the business of border raiding of herds and flocks, which was highly remunerative.

#### Smithfield Market and Club

As early as 1180 there was a worshipful Guild of London Butchers. Whole oxen used to be roasted at feasts or on feast days. One famous roasting occurred in London, on the Thames, on an occasion when that river was frozen over. Roasting beeves whole was also the habit of baronial and Highland chieftains for special occasions. In Henry II's time Smithfield was described as a place where one could see "kine with their udders showing out and fair-bodied oxen."



In the twelfth century Smithfield was an open spot which served citizens as a playground and a place for a stroll, and was outside the city walls. The most celebrated fair in England—Bartholomew's Fair—was held in Smithfield. According to an estimate made in 1710, the average weight of the carcasses of black cattle was only 370 pounds, and they had increased in size one-fourth from 1795 to 1832. It was calculated that the average gross weight of a bullock fit for slaughter could be put at 800 pounds, and that, according to the recognized rule, there would be left 550 pounds as the dead weight of the bullock. But Youatt found (before 1800) that the London butchers put the average dead weight to be 655 pounds. The number of pounds of cattle then consumed annually in London was 104,498,992; 248,423,804 being the gross number of pounds when sheep, pigs, and calves were added; giving nearly a pound and a half of meat per day per inhabitant—a very high consumption as compared with Paris, where each person was supposed to consume nearly half a pound of meat per day.

In due course the old free bounds of Smithfield were encroached on, so that in Youatt's time there appeared not to be room to tie up to the rails much more than half of the cattle offered. The new market was thrown open on the 13th of September, 1832, and stood on twenty-two acres of land, abutting upon the Lower Road, Islington. Accommodations for layering and caring for the cattle were complete, and abattoirs were erected adjoining. In 1832 the number of cattle sold at Smithfield amounted to 76,210; in 1840, to 159,907. A market tavern, with all outside and inside accommodations for the frequenters of the market, was provided, and the public had ample opportunity for judging of its utility.

The costume of the London butcher consisted of thick, white, waterproof leggings and billy-cock, and a stick. He had—

A wonderful knack of weighing  
A beast in a pair of scales,  
Composed solely of eyesight and judgment,  
With a trifle of handling to certify  
To its absolute certainty and correctness.

#### Smithfield Club Fat-Stock Show

The Smithfield Club of London was founded in 1798. It had for its object "the improvement of the stock of the country, and particularly the bringing out of the principle of early maturity, which is only another instance of the application of quick returns in trade to agricultural matters." This was emphasized in the prize list and the speeches delivered at the dinners held during the show. At the dinner in 1808 the Duke of Bedford noted "the gradual banishment of numerous coarse and unprofitable breeds from our pasture, and the supplying of their place

with breeds disposed to early and perfect maturity." By 1812 the disappearance of monstrous, coarse, and unprofitable breeds occurred through their place being taken by breeds disposed to early maturity.

There was passing the time when the adage was rife of these beasts: "Too dear to buy, too fat to eat." A Scottish contributor to the *Farmer's Magazine*, 1810, wrote of the breeds that they were brought to such a state of fatness at the show (Smithfield) that there would appear to be no reason why they should ever be killed until in that condition; and "such a breed as will get so excessively fat will certainly become moderately so sooner than another breed that can never be overfed to such a pitch with any degree of attention that can possibly be bestowed upon it."

So well has the club served its "object" that its exhibitions today are among the most popular in London—patronized by the royal family and the elite of the breeding world. Her late Majesty, Queen Victoria, gained the supreme championship five times—a record just recently equaled by Joseph John Cridlan, president of the club.

But "early maturity" in those days did not mean exactly what it is today. These early days were, in fact, the age of *maturity*, not early maturity; but this maturity was quite an advance from the previous condition of staying the pole-axe on an ox until of almost the age—from a modern bovine point of view—of a Methuselah.

In the *Live Stock Journal* (London) not long ago appeared a short article, "A 300-Stone Ox," which attracted the writer's eye. "Can anyone imagine butchers today expressing pleasure at the sight of an ox tipping the scale at 300 stone, 21 pounds? Yet such an ox, after having been worked for more than two years, secured the first prize for the opener at Smithfield in 1806." That, today, would be impossible.

The old-fashioned practice of attending All Hallow Fair, Edinburgh, on opening day is still continued by the Lord Provost and magistrates. The party, after having been received by the convener of the Markets Committee and the superintendent, proceeds to inspect the cattle market and the auction yards. Some 350 years ago it was the custom to present the Lord Provost with an ox at All Hallow Fair. Probably it was this custom which influenced that annual visit in those far-off days. The fair brought home to the city the fact that their markets were their greatest asset. They gave the citizens the assurance that everything experience and science could suggest was done in order to give them untainted food.

#### Some English Specimens

In his discussion of fairs in his book on "Social Life in the Reign of Queen Anne," John Ashe quotes the following poster:

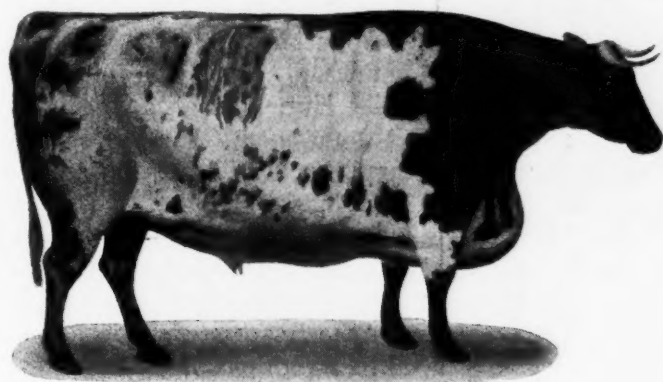


### THE LINCOLNSHIRE OX

This is to give notice to all Gentlemen and Ladies, that the Great Ox that hath been so long talked of, and that hath been in the news so often, is now come to London, and is to be seen any Hour of the Day, at the White Horse Inn in Fleet Street, at the same place where the Great Elephant was seen. This Large and Famous Beast, otherwise called the true Lincolnshire Ox, is nineteen Hands High, and Four Yards Long, from his Face to his Rump, and never was Calved nor never seen Suckle, and Two years ago was no bigger than any other Ox, but since is grown to this Prodigious Bigness. This Noble Beast was lately shown at the University of Cambridge, with great satisfaction to all that saw him. The like Beast for Bigness was never seen in the world before.—Vivat Reginae (sic).

His dimensions were given when he was exhibited at May Fair: "his shin being 36 inches round, and an Ell broad from Huckle Bone to Huckle Bone across the Back." The following looks suspiciously like a newspaper puff: "Yesterday, the 17th inst., was proffered for the Great Lincolnshire Ox, 350 guineas."

Charles Colling (born 1755, died 1856) produced the "Durham Ox," calved 1796—the produce of a common black-and-white cow put to "Favorite." At



THE GREAT DURHAM OX

five years old he was computed to weigh 168 stones (2,352 pounds), his live weight being 216 stones (3,024 pounds); and this extraordinary weight did not arise from his superior size, but from the excessive ripeness of his joints. He was traveled in England and Scotland until 1807, when, having dislocated a joint, he was slaughtered, and, though having lost weight during his eight weeks' illness, he weighed: four quarters, 2,364 pounds; tallow, 156 pounds; hide, 142 pounds. "His live weight was 270 stones (3,780 pounds)." The following is of recent note:

An ox which will be roasted during Manchester civic week next week was handed over to carvers equipped with a knife 4 ft. 5 in. long, and a fork 3 ft. 9 in. long. The knife and fork are so heavy that two men will be necessary to manipulate them. They are nearly 400 years old.

### Royal Baron of Beef

The "baron" constitutes that portion of the ox in which the two sirloins are not cut asunder, and so

the baron is a double sirloin, as the sirloins remain joined together by the end of the backbone. It was the masterpiece at all baronial feasts on high occasions, and its maintenance at the Christmas board of the present royal family of Britain is a tradition.



Courtesy John Willy & Co., Publishers of "The Epicurean"  
THE BARON OF BEEF

The baron of beef which was served at Queen Victoria's Christmas table in 1867 was from William McCombie's famous champion Angus bullock of that year, "Black Prince." He offered the entire animal to Her Majesty, which she declined, but she was "graciously pleased to accept the baron"—thus making it royal. For this occasion a special spit was set up in the royal kitchen at Osborne to effect its roasting. This baron weighed 632 pounds, and "consisted of the two sirloins, the two rumps, and the two aitch-bones."

### "Sir Loin" of Beef

Steak was so named because it was roasted on a stick—by sticking it on a wooden peg before the fire. The loin steak, generally hailed as "king of the block," comes from the loin of the steer or cow. The rib and loin cuts are divided between the twelfth and thirteenth ribs. The loin is then separated from the round at the point of the hip, and the rear portion of the loin cut produces the sirloin steak.

The sirloin is popularly associated with a mythical conferring of knighthood upon it as a supreme mark of favor by Charles II, in a merry mood at one of his court banquets, as he beheld how—

The strong table groans  
Beneath the smoking Sirloin  
Stretched immense from side to side.

The iconoclast, however, finds a more prosaic explanation of the term. The first element of the word is simply *super*, meaning "above," referring to the beef above the backbone. This latter derivation may be true; but, if correct, it spoils one of the really romantic stories of the meat industry.

### London Beef Steak Clubs

"As English an article as a beefsteak" delighted Hawthorne in "Our English Visits." Beef Steak

Clubs were first organized in Queen Anne's time, and soon became a feature of contemporary literature. They were composed of the chief wits and great men of the nation, noted for their joviality. The badge was a small golden gridiron, which is still preserved.

These clubs were so famous that the Prince of Wales, who became George IV, was desirous of becoming a member. The number of members being limited to twenty-one, they proposed to make him an honorary member, which he declined. So one member resigned, and he was promptly elected. In every theater in Samuel Johnson's time there was a Beef Steak Club. His noted club in Ivy Lane was at first a Beef Steak Club. There was also a Rump Steak Club, which was a political club in opposition to Sir Robert Walpole; and the term was applied to Parliament—the Rump Parliament.

Steaks were popular in London not alone. The old reivers and other primitives used to place steaks of beef (properly protected, we assume) beneath their saddles to make them tender.

#### London Butcher-Man

Who e'er has gone thro' London street  
Has seen a butcher gazing at his meat,  
And how he keeps  
Gloating upon a sheep's  
Or bullock's personals, as if his own;  
How he admires his halves  
And quarters—and his calves,  
As if, in truth, upon his own legs grown.

So sang Tom Hood of London Town about the butcher-man he admired.

#### The Eye of Beef

The prime ribs are those where the body ribs attach themselves to the backbone, and are free from other bone. A cut through between two of these ribs, after severing it from the backbone, will disclose the thick bundle of muscle known as the "eye of beef" lying against the backbone. Tomhave says: "The condition of the 'eye of beef'—that is, its thickness, texture, and marbling—is an index of the quality, condition, and firmness of the entire carcass." Back of these ribs, which provide roasts, are the short-loin cuts—steaks and porterhouse steak; the loin-end, sirloin steaks; the rump, steaks and roasts; and the round, which also provides steaks. These are the meaty regions where, on exposure in cutting, the meat is displayed and the amount of marbling becomes evident.

#### Beef in America

The records show that New York was first in America to appreciate "good beef." In his "The Market Book" De Voe reports that the butchers of New York were traditionally a patriotic body. They organized a great demonstration in the Federal Pro-

cession of July 28, 1788. Their flag was of fine linen neatly painted, and displayed as a standard. It bore their coat-of-arms, viz.: three bullocks' heads, two axes crossed, a boar's head and two goats, supported by an ox and a lamb, with the motto:

Skin me well, dress me neat,  
And send me aboard the Federal Fleet.

On a float was set up a model of a slaughter-house. Two Federal Market posters were displayed underneath, bearing the words "Federal Butchers." On the stage also was a stand with two butchers and two boys at work splitting the lambs and cutting the meat. One hundred butchers marched, garbed in white aprons, with steels depending from their sides. The procession went by with a song and a swanky appearance that attracted all to behold. The poets did not overlook them, and the lines—

. . . But see the Butchers' tribe,  
Choice meat, already drest, the steel supplies,  
And many a figure on the canvas flies,

which appeared in the *New York Packet*, August 8, 1788, "embalm" the event in history.

The butchers had an ox dressed weighing 1,000 pounds, which they had roasted whole and presented to the patriotic and immense body of men interested. The butchers of the city had their headquarters at the Butchers' Arms at the corner of the Bowery and Bayard Street, meeting there for business and social occasions.

In 1792 there were exposed for sale in the city, at the Hudson Market, a lot of beeves that "provided the finest beef ever seen in the city." Another instance is on record of "the finest beef," the bullock from which it was taken weighing "in carved meat, 1,100 pounds." An advertisement of it appeared thus:

April, 1813. Extraordinary. To all Lovers of Fat Beef of the most superior quality ever offered for sale in this country. The animal proved the heaviest ever known before in New York City—the weight of his four quarters in beef being near 1,900 pounds. To all Lovers of Beef of a superior quality [to any] ever offered for sale in this city and it is believed never equalled in the United States.

Another steer, six years old, weighing 1,800 pounds, "having more fat than any beast ever produced in the United States," was exhibited throughout the city, the 27th of April, the same year. In June, 1817, the first drove of cattle from Ohio was offered for sale in New York, and the owner was offered \$12 a hundred for the beef, which offer was refused, though it was intimated that \$12.50 might buy them.

In 1821 a lot of cattle, sixty-four in number, "finer than any collection of like animals of the number ever seen in this country," and other lots, were on hand. Then P. Finck bet \$1,000 on the production of twenty head of the largest and best cattle



at the next fair. This challenge resulted in the finest and largest display of the kind that ever took place in the city. When they were all arrayed it proved a gala day, and thirty-two beasts were conveyed in carts through the Gotham streets. Finck's cattle averaged 188½ pounds of rough fat each, and Stevens, his chief competitor's, 182½ pounds, "showing Finck's cattle yielded the best." The press reports were lavish in regard to the quality of this display of "fat beef."

On March 21, 1821, the New York Agricultural Society purchased a number of premium fat cattle. As they were borne through the town in carts, the procession was accompanied by a band which played "The Star-Spangled Banner."

In 1825 there was in October a grand procession of the Butchers' Benevolent Society, during which a white ox was shown, feeding in a stall. The display was wonderfully grand and imposing. In 1828 the celebrated ox "President" was found to weigh 1,900 pounds, a large part of the prime parts selling for one dollar per pound. A very choice cut was sent to Andrew Jackson, President-elect of the United States, who acknowledged the gift from the White House, February 15, 1829. Another enormous animal, "Union," weighed 3,419 pounds, and after the beef had been hanging ten days the carcass weighed 2,319 pounds and sold for one dollar per pound, which, after deducting expenses, left a fair profit.

#### First Porterhouse

To meet an emergency and supply a substitute for steak, a New York victualer cut the first porterhouse. Martin Morrison, in the eighteen hundreds, was the proprietor of a porter-and-ale house at 327 Pearl Street. Business prospered, and a few years later he opened a second one at 43 Cherry Street, which quickly became a resort of the New York pilots. One day the crowd was so large, and the demand for steaks was so insistent, that Morrison found he was running out of meat. Not wishing to refuse any of his patrons, he took a sirloin roast that he was about to prepare for the family and, sawing through bone and meat, produced a steak. It hit the fancy of his patrons. Desire for this variety of steak spread quickly.

Thomas Gibbons, the leading butcher of the Fly Market, had never heard of the sirloin being used for anything but roasting, but when Morrison insisted that he supply him with steaks from this portion of the beef, he decided to specialize in them. He gave these cuts the name "porterhouse," from the Morrison ale-and-porter house in which they originated.

#### Conformation and Confirmation

And, finally, how shall the ideal beef be characterized? A beast of this kind can be finished to

perfection. His form is such that, were the hind legs to be cut off at the hocks, the forelegs just above the knees, and the head at the throat-latch, the entire animal might be packed into, and would fill, a rectangular box of proper dimensions—a rectangular parallelogram, indeed; so that such a figure might be adopted as the escutcheon of Smithfield or Packingtown. A beast with this beef form "fills a string well"—that is, it girths well—and carries its beef pedigree flatly on its "table" back. Such a beast, McCombie used to say, "never forgot an early bite of grass," and could never have lost its calf flesh—full of juicy heft. Such a beast would have been an industrious grazer, come well furnished to the stall, fed well, taken the last dip of oil cake and corn, died well, and proved well both as to gain per day and as to percentage of gross to weight. He would meet his fate with resignation, knowing that he had earned the trenchant epitaph enunciated by McCombie: "All beasts go to the pole-axe at last."

#### SEMI-ANNUAL SESSION OF MEAT BOARD

THE SEMI-ANNUAL MEETING OF THE NATIONAL Live Stock and Meat Board was held at Chicago on December 4, 1931. As on previous occasions, the need for constant vigilance with respect to the insidious propaganda being spread by various interests inimical to the use of meat in the diet was emphasized by the speakers. Meat is generally recognized as the center of the meal, declared Renick W. Dunlap, Assistant Secretary of Agriculture, who made the keynote address. Nevertheless, many people had become convinced that they could do without it, and it was up to the meat interests to show them that they were wrong. The Meat Board, he said, was doing splendid work and deserved the united support of the industry; but, in order for it to realize its full possibilities, it was imperative that its activities be expanded.

A brief report of the investigations carried on by the Department of Agriculture in co-operation with the Meat Board and state agricultural colleges was presented by E. W. Sheets, chief of the Animal Husbandry Division of the Bureau of Animal Industry, who mentioned in particular the exhaustive research into the causes determining quality and palatability of meat. Dr. Pearl Swanson, of the Department of Nutrition of the Iowa State College, told of the work being conducted at that institution relative to the importance of meat in the diet.

Multitudes of housewives have been reached with information about meat through educational exhibits sponsored by the Meat Board during the past three and one-half months, according to O. M. Plummer, of Portland, Oregon, who, with Chairman Charles D. Carey, of Cheyenne, Wyoming, represents the American National Live Stock Association on the board. The idea of meat exhibits was sweeping the country, stated Mr. Plummer, who pointed out how the housewife, by means of them and the recipe-books which are being distributed by the hundreds of thousands, is learning not only the food value of meat, but more about its selection, proper cooking, and countless other valuable facts.

The board went on record as favoring the employment of another demonstrator. According to R. C. Pollock, secretary and general manager, requests are continually coming in for



beef demonstrations, with which it has been difficult to comply. With the additional income derived from the 25-cent-per-car assessment, now being collected at most markets, and matched by a similar amount contributed by the packers, it will be possible to extend the work of the board along this and other effective lines.

As our readers will recall, the National Live Stock and Meat Board is composed of twenty members, of whom thirteen represent the producers, three the marketing agencies, two the packers, and two the retailers.

### FARM BUREAU FEDERATION WOULD AMEND MARKETING ACT

WITH THE RESOLUTIONS PASSED BY THE AMERICAN Farm Bureau Federation, holding its thirteenth annual convention in Chicago last month, we have the official pronouncements of the three leading farm organizations on problems and policies of the day. As distinguished from the National Grange, which has been a strong advocate of the debenture plan, the Farm Bureau Federation has always favored the equalization fee as the best means of bringing surplus agricultural products under the benefits of the protective tariff. The latter plan has been indorsed by the National Farmers' Union, with the proviso that the price of commodities domestically consumed must at least equal the cost of production. Louis J. Taber, master of the Grange, and John A. Simpson, president of the Farmers' Union, were guests at the Farm Bureau meeting, and in conference with President Edward A. O'Neal worked out a harmony program that would line up the "Big Three" in united recommendations to Congress.

Resolutions adopted expressed the following demands:

**Agricultural Marketing Act.**—Amendment to include equalization fee, "or some other equally effective method whereby the cost of controlling crop surpluses would be borne by each unit of the commodity benefited;" other amendments that would "give further power and authority to the Federal Farm Board for the more complete carrying-out of the act" and help it in its efforts to serve the American farmer.

**Tariff.**—Revision to a basis of equalization between agriculture and other industries.

**Taxation.**—Appointment of a special tax commission to recommend a sound system of federal and state taxation.

**Rural Credits.**—Operation and control of intermediate credit banks independently of land banks; additional government capital of at least \$100,000,000 for land banks; lower rediscount rates and liberal interpretation of rediscount eligibility rules; restoration of price levels through purchase of eligible securities on the open market.

**Grain Futures Act.**—Amendment to give Secretary of Agriculture power to regulate or halt short selling.

**Muscle Shoals.**—Operation by organized agriculture along co-operative lines, distributing products to farmers at cost.

**Transportation.**—Consolidation of railroads, reduction of rates from inland points to seaboard, and of short-haul as compared with long-haul charges, and speedy completion of waterway projects, particularly St. Lawrence channel.

**Land Policy.**—Opposition to new reclamation projects until demand for farm products has picked up; utilization of marginal areas for parks, game preserves, or plantations for watershed protection.

**Philippines.**—Granting of early independence, in order to preserve American market for American farmer.

The resolution on the Agricultural Marketing Act, the wording of which was the result of a compromise to gain the support of the other two organizations, says that "experience of more than two years has demonstrated its inadequacy properly to control crop surpluses and to make agricultural tariffs effective." Previously Secretary of Agriculture Arthur

M. Hyde had urged approval of the work of the Farm Board, and appealed to the three major bodies to agree as to what they wished done. The stabilization efforts of the board, he held, had not been a failure, but in times of normal production and economic conditions would have proved a success. If agriculture would get solidly behind the board, he said, no other remedy would be needed.

Other speakers were Sam H. Thompson, president of the federation for many years and now a member of the Farm Board, who offered assurance that "the government had its hand on the plow and would not turn back," in spite of the opposition of those who objected to the farmer's marketing his own products; Frank O. Lowden, ex-governor of Illinois, who thought that American bankers had gone insane on the subject of liquid assets and by their attitude were retarding recovery from the depression; C. W. Ramseyer, representative in Congress from Iowa, who urged stabilization on the basis of 1926 prices; and William S. Kenyon, judge of the Circuit Court of Appeals and former United States senator. Mr. Lowden, Andrew Shearer, of Kansas, and E. V. Titus, of New York, were presented with the bureau award for distinguished service to organized agriculture.

Edward A. O'Neal, of Montgomery, Alabama, appointed to fill out the unexpired term of Mr. Thompson, was elected president, and Charles E. Hearst, of Des Moines, Iowa, was re-elected vice-president.

### CONVENTION OF CALIFORNIA ASSOCIATIONS

INTENSIVE WORK AND CONSTRUCTIVE DISCUSSION marked the sessions of the twin organizations, the California Cattlemen's Association and the Western Cattle Marketing Association, in San Francisco, December 11 and 12, 1931. According to the routine which has been worked out for these meetings, the forenoon of the first day was given up to the business of the Cattlemen. John F. Curry, secretary and traffic manager, presented his reports, after which committees were appointed, and the convention adjourned to give these an opportunity to prepare their recommendations.

In the afternoon the Marketing Association held the center of the stage. President and Managing Director E. F. Forbes reported on the activities of the year. He was followed by W. D. Ellis, president of the Federal Intermediate Credit Bank of Berkeley, who spoke on "Finances." Edward N. Wentworth, director of Armour's Live Stock Bureau, Chicago, discussed "Economics of the Cattle Industry." These addresses were succeeded by discussion. In the evening a banquet was held at the Palace Hotel; Fred H. Bixby, of Long Beach, former president of the American National Live Stock Association, acting as toastmaster.

On the morning of the second day the Cattlemen were back in the saddle. The committees named the previous day submitted their reports, whereupon Henry G. Boice, of Phoenix, Arizona, president of the American National Live Stock Association, explained the objects and achievements of that organization. Dr. George H. Hart, of the Division of Animal Husbandry of University Farm, Davis, dealt with the "Present Status of Range Grass Investigation." "Forest Problems" were handled by S. B. Show, regional forester. After this came a recess for zone meetings, and election of officers and directors of the two organizations.

E. F. Forbes, of Marysville, was re-elected president of the California Cattlemen's Association and president and managing director of the Western Cattle Marketing Association. Earl D. Schlaman was again made secretary and treasurer

of the Marketing Association, and John F. Curry secretary and traffic manager of the Cattlemen's Association.

On the last afternoon, December 12, the two organizations met in joint session. After approving the acts of the Board of Directors and the reports presented by the various committees, the convention listened to a talk by P. O. Wilson, manager of the National Live Stock Marketing Association, Chicago, on "Live Stock Marketing—a National Problem." The resolutions were thereupon read and passed, as follows:

**Government Purchase of Domestic Products.**—Urging that Congress pass a law requiring government to purchase its supplies of agricultural products, particularly meat, from domestic sources.

**Tariff on Oils and Fats.**—Requesting that a tariff be placed upon all foreign vegetable, animal, and marine oils and fats, and that revenue derived from such tariff on Philippine oils be returned to Philippine government.

**Duty on Hides.**—Suggesting that president of association petition Tariff Commission to reconsider its ruling regarding tariff on hides.

**Cattle-Stealing.**—Asking that association be notified of all arrests for cattle-rustling, so that it may be represented at trials, and that secretary be consulted in appointment of hide and brand inspectors.

**National Parks.**—Opposing creation of any new national or state parks, and extension of boundaries of present parks.

**St. John's Wort.**—Asking that Division of Forestry of University of California send its range-management specialist to Australia for study of methods of eradicating St. John's wort.

**Ranch Labor.**—Recommending that question of lower compensation for ranch labor be taken up by next Legislature.

**Liability Insurance.**—Requesting that further efforts be made to lower rates per head for liability insurance covering movement of stock on highways.

**Public Domain.**—Favoring taking over by Department of Interior of administration of such unreserved public domain in California as is not now under national forest, national park, military or naval reserve, or Indian Service control.

**Old Trails.**—Asking that old trails and roads, and abandoned railroad crossings, be kept open to facilitate driving of stock.

**Meat Rates to Pacific Coast.**—Reiterating opposition to plans of Chicago and Mid-West packers for lower freight rates on fresh meats to Pacific coast.

**Agricultural Taxes.**—Urging that taxation upon agricultural, and especially grazing, lands be speedily reduced at least 50 per cent.

### NEW MEXICO CATTLEMEN UPHOLD BIOLOGICAL SURVEY

**A** STRONGLY WORDED RESOLUTION, CHARACTERIZING attacks upon the control methods of the Biological Survey as being based upon "unsound, uneconomic, impractical, unscientific, and inaccurate" reasoning, urging that appropriations for the protection of the range live-stock breeder from predatory animals and forage-destroying rodents be continued and increased, and calling upon Congress promptly to inaugurate the ten-year program, was adopted at the third quarterly meeting of the Executive Board of the New Mexico Cattle Growers' Association, held in Las Cruces on December 5, 1931.

It was recommended that a resolution be drafted by the association, approving cession of the public domain to the various states, in line with the report of the Public Lands Commission, and protesting against further allotments to Indian reservations during the present session of Congress. Appointment of a committee of three from the membership of the association's Tax Committee was urged, with the object of organizing representation of the cattle-growers of the state in any conferences called by other bodies for the purpose of seeking reduction of the tax burden.

[Respecting the ten-year program, it should be noted that, as an economy measure, no appropriation for carrying out its provisions has been included in the budget or in the recommendations of the Secretary of Agriculture. It will thus take strong action on the part of those interested to have the necessary money set aside by Congress.—EDITOR.]

### KANSAS CITY CONFERENCE

**O**N DECEMBER 21 SECRETARY MOLLIN, OF THE American National Live Stock Association, sent the following telegram to Louis F. Swift, at the helm of Swift & Co., and a similar message to T. G. Lee, president of Armour & Co.:

"Live-stock industry is very much disturbed over ruinously low levels prevailing for all live stock. We realize that premature marketing of half-fat stock is partly responsible, but complaints are being made that packers and retailers have not substantially decreased margin of handling, which puts heavy load on producer at these prices. Offer services of all western organizations to bring about better conditions. Perhaps we could work out a scheme of desired weekly marketing, based on estimates of cattle and sheep on feed, calling attention to danger of overshipping the mark set to any great extent. Perhaps meeting at Kansas City next week, attended by representatives of packers, commission men, co-operatives, producers, retailers, and Meat Board, would help clarify the situation. Assurance of co-operation of packers and retailers would have beneficial stabilizing effect, and conference could urge holding shipments until reasonable finish is acquired. The necessary publicity would follow such a conference. Please confer and wire your views."

A day or two later it was announced through the press that J. H. Mercer, secretary of the Kansas Live Stock Association, was planning a similar conference, and it was subsequently arranged to hold a joint meeting at Kansas City on January 7 and 8.

It is hoped that, with the fullest possible data at hand which the Bureau of Agricultural Economics can supply as to live stock available for market during the next ninety days, and with the benefit of the packers' advice as to probable demand, a means may be found greatly to restrict the ruinous liquidation of half-fat stock that is now in progress.

The lack of proper credit is one of the main contributing causes in the condition that exists, and the conference will consider recommendations to Congress for greater elasticity in the functioning of the Federal Intermediate Credit Banks.

Packers and retailers all over the country will be urged to reduce their margins as much as possible, and no doubt the question of lower service charges in marketing live stock will be much to the front, as it has been in every recent live-stock gathering, large or small.

Difficult as the situation is, it is hoped that a calm appraisal of the facts, and publicity as to the conclusions reached, will help restore a measure of confidence to the feeder, who during the coming ninety-day period will hold the center of the stage.

Full information regarding the action taken will be published in the February PRODUCER.

### PREVENTION OF LIVE-STOCK LOSSES

**S**OME HEADWAY IS BEING MADE BY THE MOVEMENT to cut down preventable live-stock losses. These losses in the aggregate are tremendous, running into many millions of dollars annually. It has been estimated that between 90,000 and 100,000 dead hogs alone arrive at the markets of the country every year, due to improper handling



en route. Add to this the shipping losses among cattle and sheep, and the tanking of around 10,000,000 pounds of meat of all kinds rendered unfit for human consumption by bruises, and the magnitude of the problem will be realized.

"Who pays the bill?" asks O. O. Waggener, agricultural agent of the Chicago, Burlington & Quincy Railroad Company, in a bulletin, "Live Stock Shipping Losses and Their Prevention," recently issued by that company. His answer is: The producer, the carrier, the packer, and the consumer. Of these, the carrier, in Mr. Waggener's opinion, sustains the greatest cash outlay, but in the long run the heaviest loss probably falls on the producer. While the carrier and the packer are simply intermediary agencies, being paid a price for their services which eventually must equal or exceed their total expenses, it is the producer who defrays the cost of transporting and processing the animals. Minimizing the losses thus becomes a co-operative job.

Mr. Waggener deals with the subject of breeding and feeding as an element in loss prevention. Well-bred and properly fed live stock, he says, is least susceptible to loss. Careful inspection and bedding of stock-cars (straw in winter and sand in summer) is another important factor. Reduction of rations before shipping; proper partitions; adequate equipment of loading and unloading chutes; use of slap-jacks for driving, instead of whips, clubs, and prod-poles; avoidance of overcrowding; segregation of animals of varying sizes and species, and frequent feed and rest stations, are other recommendations advanced.

The booklet may be had by writing to the Agricultural Department of the Burlington road, 325 Railway Exchange Building, Denver, Colorado.

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Tying up with the national campaign for live-stock loss prevention undertaken several years ago by the Institute of American Meat Packers, the Western Weighing and Inspection Bureau, the National Live Stock Exchange, and the stock-yard companies at various markets, the work of such organizations as the Michigan and Ohio Live Stock Loss Prevention Associations has been most effective. These organizations are maintained by contributions from packers, railroads, commission firms, and stock-yard companies, and are receiving educational assistance from state universities and agricultural colleges. The Ohio association, to which is due the initiative in forming state groups along this line, has been particularly active. It not only deals with shipping losses and damage caused by bruising, but covers the whole field of controllable live-stock diseases. At its seventh annual meeting in Columbus last spring, such topics as what had been done by the different states toward eradication of bovine tuberculosis, reduction of shipping fever, checking of epidemics of hog cholera, etc., were discussed.

In connection with the tuberculosis-eradication campaign, it was shown that since the inauguration of the accredited-herd plan, in 1923, the percentage of reactors in the state had been reduced from 3.6 to 0.6. Ohio is one of the states most closely approaching a "clean" condition, 94.3 per cent of its counties being now on the accredited list. The whole of Michigan has been cleaned up—that is, tubercular infection of its herds has been reduced to less than one-half of 1 per cent.

(Since the above was written, it has been announced that Ohio and Wisconsin have completed their job of cleaning up, thus becoming the fifth and sixth states to be put on the accredited list.)

"I can't keep house without THE PRODUCER. Just like missing your hot cakes on a cold morning."—L. E. SEDGWICK, Suffolk, Mont.

## SECRETARY SUSTAINED IN ST. LOUIS BOYCOTT CASE

A DECISION WHICH HAS BEEN AWAITED WITH considerable interest was filed in the federal court at East St. Louis on December 15, upholding the order of the Secretary of Agriculture suspending commission and trading firms at the National Stock Yards for boycotting two co-operative organizations. Of the forty-seven members of the Live Stock Exchange against whom charges were brought, four were acquitted by the court and exempted from the provisions of the order.

The two co-operatives involved are the Producers' Live Stock Commission Association and the National Order-Buying Company, both member agencies of the National Live Stock Marketing Association, organized under the Agricultural Marketing Act. Testifying at the hearings held by representatives of the secretary in November, 1930, the dealers admitted the charge of refusing to trade with the co-operatives, but justified their action on the ground that, the co-operatives being financed by the Federal Farm Board, public funds were being used for the purpose of putting them out of business. Furthermore, they defended themselves against the charge of conspiracy by declaring that they had acted solely in their individual capacity. A "cease and desist" order, suspending the accused firms for ninety days, was issued by the secretary on February 25, 1931. The order was appealed, and a temporary injunction was obtained. In September of last year the case was argued at Danville, Illinois, before a special court of three federal judges, which has now rendered its decision.

The ruling is clear-cut. Every contention of appellants is rejected by the court. The temporary injunction has been dissolved.

A few excerpts follow:

"Where strictly private business only is involved, individual refusals to deal with another . . . are not wrongful in any legal sense. But such limitation does not apply to a business affected with a public use. Such a business must serve all without discrimination. . . . We are of the opinion that the business of the plaintiffs is impressed with a public use. It follows, therefore, not only that a concerted boycott is illegal, but also that individual refusal to buy from, sell to, or deal with the Producers and the National Order-Buying Company in the conduct of this business are within the prohibitions of the statute as unfair, unjust, and discriminatory. . . .

"No one has a constitutional right to pursue a particular calling impressed with a public use, free of competition from an agency authorized by Congress in pursuance of its constitutional powers. . . . The proper forum for argument against the act [the Agricultural Marketing Act] is the legislative chamber, not the court-room. . . .

"We shall not attempt to review the evidence in detail, but it clearly warrants a finding of unanimity of action, simultaneousness of time, identity of motive, and completeness of result. Evidence of an express agreement was not necessary. . . .

"We find no evidence that the Farm Board seeks to advance certain policies through illegal methods. . . .

"The order of suspension is authorized by statute and within discretion of the secretary. It is, therefore, beyond our power to restrain the same. . . . We have no cause to suspect that the power thus reserved will be exercised, or its exercise withheld, in any spirit of oppression or iniquity. . . .

"It follows that the order, as properly construed, was based upon substantial evidence, is within the authority of a constitutional act, was not accompanied by such irregularities as to invalidate the same, and therefore cannot be restrained."

It is stated by the president of the St. Louis Live Stock Exchange that an appeal will be taken to the United States Supreme Court, and that trading will be carried on pending final adjudication of the case.



## NATIONAL LIVE STOCK MARKETING ASSOCIATION

BY CHARLES A. EWING  
President

**L**IVE-STOCK PRODUCERS HAVE BEEN GIVEN A powerful instrument in the Agricultural Marketing Act through which to put their business on a more stable and profitable basis. Although this act has been in force since June 15, 1929, less than 20 per cent of the live-stock producers of the country have availed themselves of its benefits and are marketing their cattle, hogs, and sheep co-operatively under its provisions.

The act is an invitation to agriculture to organize to help itself by attending to its own business in a more efficient manner. The greatest weakness in agriculture has been, throughout our history, and is today, its policy of individualism, with everyone engaged in it for himself, and the devil take the hindmost. We have not given heed to the fact that divided we have failed, and that, if we want to accomplish something better for our business, we must unite and proceed about it in an orderly manner.

The National Live Stock Marketing Association, with 300,000 live-stock producer members, is a development which has taken place under the Agricultural Marketing Act. The association really got under way a year ago last July. There were in existence at that time a number of co-operative live-stock selling organizations, operating on terminal markets, which were the foundation-stones on which to build a great national commodity organization to serve the industry as a whole.

It was not a new idea for stockmen to organize local marketing associations. The fact is that most of the member agencies of the National today were just such organizations, and had some seven or eight years of successful business history back of them to demonstrate that they did know something about co-operative live-stock marketing as provided for in the Marketing Act.

As far back as 1928 these organizations marketed for their members \$150,000,000 worth of live stock; but the new thought in this whole undertaking was to recognize that the successful marketing of live stock cannot be done efficiently by the individual, or by local organizations, or even by state organizations, and to understand that it is really a great national business, and that it must be handled as such to bring about both orderly production and profitable prices to the producer.

It is well to recognize that few people among those engaged in the live-stock business realize the extent and importance of the industry. Two-thirds of the area of the United States is devoted to the production of hay, grain, and forage crops, all of which have to be marketed through live stock, and seventy acres out of every hundred produce crops which are fed to live stock. Live-stock production is not a local or a regional matter, like tobacco, cotton, wheat, or corn. It is produced in every state in the Union. Although we read three times as much about wheat in the public press, our live-stock output is three times as valuable as our wheat crop.

Our task, then, is to unite and join together the stockmen of the country. Each one is an integral part of the organization that we are seeking to establish, and each one has his responsibility to himself and to his fellow-stockmen to join and support this organization.

The income of the National Live Stock Marketing Association is derived from its members, who make a deduction of 50 cents per car from the commission received on the stock

which they handle. Fifty cents a car is about one thirtieth thousandth of 1 per cent of the value of the stock, while many co-operatives take as much as 2 to 5 per cent, or even more, to cover their development program. It is fair to say that throughout the whole list of co-operative marketing associations you cannot find another one that is carrying on with so small a measure of support from its member patrons.

Members of the National are producer-owned and producer-controlled marketing associations which are incorporated and have been established on the various live-stock markets throughout the country. Each of these associations has taken stock in the National in proportion to its business.

There are two subsidiaries of the National. One, the National Live Stock Publishing Association, edits and distributes the official publication—the *National Live Stock Producer*. Every stockman who believes in co-operation should subscribe for this publication and keep in touch with the activities of the organization. Every stockman who is not co-operatively minded, and who has not yet realized his obligation to join the ranks and do his bit in developing his business, should subscribe for this publication. The *National Live Stock Producer* has a circulation of more than 200,000, and relates the activities going on in co-operative live-stock marketing organizations. The other subsidiary is the National Feeder and Finance Corporation, which is serving stockmen in their financing. The association is served by a research department, also, which is constantly in touch with market supply-and-demand factors, so that regular market outlook statements are made available for all member associations. This research department serves in analyzing the market from the standpoint of the live-stock producer.

It is less than a year and a half since the National Association started operations. Then there were fourteen lead-

## Why an Organized Agriculture?

**L**ONG-TIME features in the Agricultural Marketing Act constitute the most hopeful outlook in 1932 for American farmers and ranchers. From unorganized agriculture we are gradually turning to organized agriculture. Co-operative marketing associations, farmer-owned and farmer-controlled, are gradually taking over the selling of the products of 27,000,000 persons engaged in a \$58,000,000,000 industry. This means greater efficiency and economy in the distribution and marketing of farm products; it means a larger share of the consumer's dollar in the hands of those who are most entitled to it—namely, the producers.

That is reason enough for an organized agriculture backed by the Agricultural Marketing Act.

**National Live Stock Marketing Association**

228 North LaSalle Street, Chicago

ing live-stock co-operative marketing associations. Today we have a membership of twenty-one such associations, or an increase of 50 per cent since we started a little more than a year ago. Most of these members in the beginning were in the eastern states. Today they extend entirely across the country, from New York to California and from Canada to Mexico. The present trend of development in the organization of new territory seems to be taking that of state organizations for live-stock producers, as evidenced by the fact that among our newer and prospective members are the Iowa Live Stock Marketing Corporation, a state association; the Oklahoma Live Stock Marketing Association, and the Illinois Live Stock Marketing Association, which latter is just completing its organization. Interest is being expressed by stockmen in four or five other states, like Nebraska, New Mexico, Arizona, Kentucky, and Tennessee, all of which are looking forward to the development of state marketing associations and to taking membership in the National Association.

The activities of the National have been confined to problems of national importance. There was a railroad-rate hearing, for instance, before the Interstate Commerce Commission, at which all live-stock producers of the country were represented through this organization. This hearing requested an increase of 15 per cent in freight rates, which meant an increase of some \$14,000,000 a year additional expense to stockmen in marketing their live stock. The protest by the National Association emphasized the fact that live stock was one of the largest freight-revenue producers, that in 1930 live-stock shipments brought a revenue of more than \$90,000,000 to the railroads, and that the industry was not in a position to be taxed by higher freights. So successful was this protest that the decision handed down by the Interstate Commerce Commission exempted live stock from any further increase in freight rates.

Legal counsel has been retained and is assisting in keeping the interests of the live-stock producers well guarded on the public markets. Constant vigilance to see that trading on these markets is free and open, and that no practice is developed which hampers or restricts the sale of cattle, hogs, and sheep, is necessary. The recent decision in the St. Louis case, in which the United States court sustained the order of the Secretary of Agriculture in suspending forty commission firms for an alleged boycott of two member agencies of this association, is a case in point.

Representation in hearings in tariff considerations wherein foreign oils amounting to nearly \$200,000,000 in the year 1930 were imported is also a function of the National which helps to safeguard the live-stock producers' interests because of the competition between these foreign oils and animal fats.

Individually, live-stock producers can do nothing in such matters; collectively, they can be a powerful force in determining equitable decisions in matters involving their interests.

The rapid development of direct marketing indicates to most students of the subject that it is here to stay. The National Live Stock Marketing Association has recognized this trend and is lending support to co-operative associations now in the field. Heretofore practically all the marketing of all classes of animals was done on the terminal markets. The stock was sent there, and it was there that the buyers expected to find it. This gave added value to competition, but incurred the disadvantage of additional freight and additional terminal costs. Often, where the packer and the feeder can buy the stock which they require direct from the producer, it can be moved at less cost. Such stock is also fresher from the country than it otherwise would be, going through terminal markets.

To render this service satisfactorily requires that market classes and grades be established and recognized by both buyers and sellers, so that orders can be given for the kind of stock specified, with the assurance that that class of stock will be received. To this end, during the past year conferences with packers and the Department of Agriculture have been conducted, and conclusions reached in the adoption of tentative classes and grades of hogs. A conference with the Institute of American Meat Packers was also held with respect to market classes and grades of stocker and feeder cattle.

This work doubtless will be pushed to a conclusion, not only in regard to cattle, but also in regard to sheep. The establishment of definite standard grades facilitates the operation of a national marketing program. With these grades established, it will be entirely practicable to fill orders at concentration yards, or at any other country point, for any class of stock, and send it direct to the buyer.

This whole problem of the movement of live stock direct from country points to buyers outside of the terminal markets is one which has caused the National Association much concern. The element of speculation and the lack of definite grades are the principal items to be considered. Without grades being definitely established and generally recognized, it is not possible to enter this field successfully; and, furthermore, to enter it without engaging in speculation is another problem that yet remains to be satisfactorily solved.

The outlook for the successful development of a national organization in keeping with the purposes of the Agricultural Marketing Act, as administered under the Farm Board, is one of the most hopeful considerations of our present agricultural situation. The active participation in this organization on the part of the live-stock producers in this country is all that is needed to enable them to obtain the benefits which they have been seeking through their organizations for the past two decades.

#### Small Number of Farmers in Great Britain

It is stated that only 7 per cent of the population of the United Kingdom depend on agriculture for their livelihood, against these figures for the other units in the British Commonwealth of Nations: Irish Free State, 52 per cent; Canada, 35; Australia, 23; New Zealand, 28; South Africa, 31; and India, 70.

#### THE CALENDAR

- January 16-23, 1932—National Western Stock Show, Denver, Colo.
- January 18-19, 1932—Annual Convention of Oregon Wool Growers' Association, Pendleton, Ore.
- January 19-20, 1932—Annual Convention of Colorado Stock Growers' and Feeders' Association, Denver, Colo.
- January 21-22, 1932—Annual Convention of Washington Wool Growers' Association, Yakima, Wash.
- January 25-26, 1932—Annual Convention of Montana Wool Growers' Association, Bozeman, Mont.
- January 27-29, 1932—Thirty-fifth Annual Convention of American National Live Stock Association, San Antonio, Tex.
- February 4-5, 1932—Annual Convention of New Mexico Wool Growers' Association, Albuquerque, N. M.
- February 16-17, 1932—Annual Convention of Arizona Cattle Growers' Association, Tucson, Ariz.
- February 29-March 2, 1932—Fat Stock Show, San Angelo, Tex.
- March 4-5, 1932—Annual Convention of New Mexico Cattle Growers' Association, Carlsbad, N. M.
- March 5-12, 1932—Southwestern Exposition and Fat Stock Show, Fort Worth, Tex.
- March 15-17, 1932—Annual Convention of Texas and Southwestern Cattle Raisers' Association, El Paso, Tex.



# THE PRODUCER

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Volume XIII JANUARY, 1932 Number 8

## SAN ANTONIO

IT WOULD SEEM TO BE MORE THAN A coincidence that, in the darkest days which have beset the live-stock industry in the twentieth century, the stockmen of the West should be gathering for their thirty-fifth annual convention in a city famed, not only for its share in the development of the cattle industry in this part of the country, but also for the inspiration that came to its pioneer citizens in the defense "to the last man" of the Alamo in the war with Mexico. If ever the cattlemen were called upon to stand shoulder to shoulder "to the last man" in protection of their business; if ever they needed a rallying-cry, such as "The Alamo" came to be in the gallant fight waged by the Lone-Star State for independence from Mexico, it is today.

The major problems which will be under discussion at San Antonio on January 27 to 29 are the following:

- Railroad rates as established in Docket No. 17000, and many other traffic problems.
- Marketing—
  - Co-operative marketing of live stock, and direct marketing of feeders.
  - Commission and yardage rates.
  - Feed charges.
- Financing the live-stock industry.

The application of the modified plan of tuberculosis-eradication work to the range areas. Demand for further modification of this plan will be pressed.

Beef-advertising and other work of the National Live Stock and Meat Board.

Grading and stamping of beef.

The tariff.

Oleomargarine legislation.

The work of the Biological Survey.

Matters relating to the public lands, national forests, and national parks.

Many a cattleman has expressed the hope that some day he would get down to "San Antone." The opportunity is here to combine business with pleasure to a marked degree, and to see this attractive city under the most favorable weather conditions. Come, and do your part toward making the convention a success!

## Program

Prominent speakers who will address the convention include:

John B. Kendrick, United States senator from Wyoming—a former Texas cowboy who went up the trail to Wyoming; James C. Stone, chairman of the Federal Farm Board, who will speak on the activities of the board; Dr. A. W. Miller, chief of the Packers and Stock Yards Administration, who will discuss the stock-yard and commission rate cases, and also the tuberculosis-eradication campaign; Dr. N. F. Williams, state veterinarian of Texas, whose subject will be the eradication of tuberculosis in range herds; W. C. Henderson, assistant chief of the Bureau of Biological Survey; T. O. Walton, president of the Agricultural and Mechanical College of Texas; Charles E. Blaine, traffic counsel of the American National Live Stock Association; R. C. Pollock, manager of the National Live Stock and Meat Board; John Burns, manager of the Texas Live Stock Marketing Association, whose subject will be "Purposes and Progress of the Texas Live Stock Marketing Association;" Dwight P. Reordan, manager of the Federal Intermediate Credit Bank of Houston, who will address the convention on "Financing the Live-Stock Industry through the Federal Intermediate Credit Banks;" H. M. Lull, vice-president of the Texas & New Orleans Railroad; and A. F. Vass, head of the Department of Agronomy and Agricultural Economics at the University of Wyoming, who will speak on the topic "From the Range to the Feed-Lot."

## Committee Meetings

The first meeting of the Executive Committee will be at 2 P. M., January 26. Other committee meetings will be announced at that time or during the convention.

## Railroad Rates

An open rate of one and one-third fares for the round trip has been granted by the Southwestern Passenger Association from all points in Arkansas, Kansas, Louisiana, Missouri, Oklahoma, New Mexico, Arizona, and Texas; by the Western Passenger Association, from all points in Colorado, Kansas, Missouri, Nebraska, Wyoming, Utah, and Montana. Dates of sale, January 23-27; return limit, February 2. No certificates required. Consult your local ticket agent. Application for similar privileges has been made to the Transcontinental Passenger Association, which includes the state of California and Oregon. We have no doubt that the reply will be favorable.



If you have not the price of a railroad ticket, put five gallons of gas in the flivver, tie a pair of horns on the car, take up another notch in your belt, and step on the gas!

### Hotel Reservations

Make your reservations early at the Gunter Hotel. Full information as to hotel rates was published in the December PRODUCER.

### Entertainment

A local committee, of which Colonel Ike T. Pryor is chairman, H. L. Kokernot vice-chairman, and Howell W. Jones, of the Chamber of Commerce, secretary, is arranging a suitable program of entertainment for both ladies and gentlemen, including a post-convention trip to the grapefruit belt. (See special notice below.)

\* \* \*

## VISIT TO LOWER RIO GRANDE VALLEY

BY HOWELL W. JONES

*Convention Secretary, San Antonio Chamber of Commerce*

One of the most attractive parts of the program being arranged for the San Antonio convention of the American National Live Stock Association is the opportunity that will be offered to all delegates to visit the lower Rio Grande Valley of Texas immediately following the convention. The San Antonio committee has made arrangements whereby the delegates will be offered this post-convention trip at a rate of approximately \$25 per person, covering railroad round-trip fare from San Antonio to Brownsville, lower Pullman berth, all expenses of meals, and a drive through that famous fruit- and vegetable-growing area.

The train will leave San Antonio at 10:15 P. M., Friday, January 29, and the party will leave the train at McAllen at 8:09 A. M., Saturday, January 30. Baggage can be left on the Pullman cars, which will be for use of the association delegates only. The party will have breakfast at McAllen, and will then enter automobiles and be given a drive through the main parts of this irrigated section, which ships about 30,000 carloads of fruit and vegetables annually to northern and eastern markets. This drive will enable the entire party to see what a real garden place has been created out of what in previous years was nothing but very poor grazing land.

Luncheon will be served en route, and the party will then proceed to Brownsville. A dinner is being arranged in Matamoros, Mexico, across the Rio Grande from Brownsville, and will consist principally of wild game.

The train will leave Brownsville that night at 9 o'clock, and will arrive in San Antonio at 6:45 A. M., Sunday, January 31, in time for all members of the party to make connections with trains departing in all directions. Colonel Ike T. Pryor, chairman of the Committee on Arrangements, believes that practically all the delegates will take advantage of this opportunity to see the "Garden Spot of Texas." It is not necessary that reservations be made in advance of the convention in San Antonio. The Missouri Pacific Lines and the San Antonio Chamber of Commerce will have representatives at the Registration Desk to take reservations for this post-convention trip to the Rio Grande Valley.

The New York Public Library, New York City, would appreciate the gift of copies of THE PRODUCER, Nos. 3 and 8 of Volume II (August, 1920, and January, 1921), by a reader who no longer has need for these numbers.

## TARIFF-JUGGLING

THE TARIFF ACT OF 1930 CONTAINS THE following language:

SEC. 306 (a). *Rinderpest and Foot-and-Mouth Disease:* If the Secretary of Agriculture determines that rinderpest or foot-and-mouth disease exists in any foreign country, he shall officially notify the Secretary of the Treasury and give public notice thereof, and thereafter, and until the Secretary of Agriculture gives notice in a similar manner that such disease no longer exists in such foreign country, the importation into the United States of cattle, sheep, or other domestic ruminants, or swine, or of fresh, chilled, or frozen beef, veal, mutton, lamb, or pork, from such foreign country is prohibited.

Following the adoption of a resolution by the Pan-American Conference at Washington recently (see the November PRODUCER), requesting a modification of this provision, we learn that those interested in getting South American meats into our markets have gone a step farther, and are now urging the Secretary of Agriculture to subvert it by deliberately misinterpreting its plain intent. It is proposed that "foreign country" be held to mean any individual state or province. By this loose construction of the law it is hoped to make it possible to bring in dressed meats from Patagonia, on the theory that this portion of Argentina can qualify as free from the disease.

So far as the technical meaning of the word "country" is concerned, Webster defines it as "the territory of a nation," or "a state, whether independent or not, that is distinct as to name and the character, language, institutions, or historical memories of its people, as England or Poland." Neither definition lends encouragement to the schemers. Patagonia is not a distinct state in any sense. Its original inhabitants are practically extinct. Its boundaries are not clearly defined, the name being applied generally to the plains region of southern South America, divided politically between Argentina and Chile.

The live-stock growers of the United States have no fear as to the attitude of Secretary Hyde and Dr. Mohler, regardless of what pressure may be exerted by other departments of the government. Both of these officials have too keen an interest in the welfare of the producers to permit any experimentation that might easily have most disastrous results. The last outbreaks of foot-and-mouth disease in this country were not only very costly, but showed the ease with which the disease can be imported. Every precaution possible to prevent another outbreak is justified. When the next tariff bill is written, the terms of this infectious-disease provision should be restated in language that will prevent any attempt at deliberate misinterpretation of the plain purpose of the law.

### THE PRICE SITUATION

**T**HE LIVE-STOCK INDUSTRY HAS STOOD up well under the hammering to which it has been subjected during the past two years. It was thought that prices had reached a level in the late fall which would not necessitate any further declines, and that feeders would be able to convert their grain into beef, mutton, and pork with reasonable hope of getting back at least part of recent years' heavy losses. The continued onslaught on prices, therefore, has been most disheartening to breeder and feeder alike, especially as it does not appear to be entirely justified by existing conditions.

As always happens when the trend of values is downward, retail prices have been slow to follow. In every case it is difficult for the producer to put his finger on the trouble. Frequently it is stated that, under such conditions, retailers are loath to reduce the price, and consequently the volume, of gross sales, as they figure their margin of profit on this—a very short-sighted policy. In this instance it is also asserted that packers are collecting much the same margins as they did when prices were on a considerably higher level. Transportation and service charges remain on a constant basis. In other words, practically the entire burden of readjustment to lower price-levels is put on the producer, and it is breaking his back. Even though we may admire the organization of these different groups to the point that such a situation is possible, and admit that the producer will not give his own organizations sufficient support to cope on even terms with powerful trade units, fair play now demands that part of the burden be shifted to those better able to bear it. Otherwise a continuation of the liquidation which has started will in the long run adversely affect everyone in any way connected with the industry.

A serious factor in the situation is the reluctance of the packers to store product even at present low price-levels, making cash investment very light in proportion to tonnage. Instead, increased supplies are largely forced into immediate consumption, and prices go down accordingly. No doubt the fear that has permeated all business, and the threat of continued inventory losses, are largely responsible for this attitude. At any rate, cold-storage holdings of meat on November 1 were only 465,304,000 pounds, against a five-year average of 552,595,000 pounds. In spite of heavy liquidation during November, and the opening of the winter packing season, the figure for December 1 was only slightly above that of November—486,070,000 pounds, against a five-year average of 581,266,000 pounds. Lard in storage on December 1 was 18,136,000 pounds less than the five-year average, and butter 41,353,000 pounds less.

On December 17 the Federal Farm Board released

a statement showing that for the week ending December 12 live hogs on the Chicago market averaged \$4.18 per cwt., against \$7.92 a year earlier—a reduction of 47 per cent. Pork chops at retail in New York had decreased 21 per cent from December 15, 1930, to December 15, 1931; hams, 25; sliced bacon, 22; picnics, 27; and lard, 18.

H. M. Conway, manager of the research department of the National Live Stock Marketing Association, in his letter of December 17 has the following to say about retail prices of beef: "With most retail prices of beef at New York above a year ago, the demand outlet is being sharply restricted." With reference to hogs he says: "Prices are the lowest in this century, and the spread between the producer and consumer is the widest on record, with the former carrying the burden of relatively high distribution costs."

For the week ending November 28, 1931, choice western dressed carcass beef, 700 pounds up, was quoted in New York at \$16.25, against \$18.62 a year earlier; 550- to 700-pound carcasses of the same grade, \$16.25, against \$19.62; medium grade, 500 pounds up, \$9.50, against \$13.75; common, 500 pounds up, \$7.50, against \$10.69; and good cow beef, \$8.50, against \$12. Yet on December 1, 1931, the average retail price of porterhouse steak in New York, from a survey mostly of cash-and-carry stores, was 52 cents, against 50 cents a year earlier; sirloin steak, 45, against 40½; round steak, 42, against 41½; rib roast, first cut, 36, against 34; chuck roast, 22, against 26; and plate beef, 15, against 19½. It will be noted that only the cheaper cuts reflect the severe drop in prices on everything except choice grades. Apparently the relatively high price that is being paid for a limited number of long-fed cattle, and widely heralded as evidence of a generally satisfactory cattle market, is serving as an excuse to hold up prices on all the better cuts from animals that do not share in the premium paid at the markets. Just where the seat of trouble is may be debatable, but it needs finding. Hasten the day when both producer and consumer will be protected by an adequate grading and stamping system!

In this emergency there is a responsibility on every group in any way connected with the industry to do everything in its power to reduce marketing charges and distribution costs. A corresponding shrink in profits temporarily is a small hardship to bear compared with the stark ruin that faces thousands of producers. The situation calls for industry co-operation on a scale never before attempted. Favorable action on the part of all these groups will go far in restoring confidence, stop flooding the markets with half-fat stock from the feed-lots, and prevent unnecessary liquidation of breeding herds, at a terrific cost, ultimately, to the entire industry.



## TUBERCULOSIS ERADICATION IN THE WEST

**A** DELEGATION OF WESTERN STOCKMEN, headed by J. Elmer Brock and Charles D. Carey, of Wyoming, and assisted by the state veterinarians of several of the western states, conferred with the Committee on Tuberculosis of the United States Live Stock Sanitary Association at Chicago early in December. In order to show western cattle in their true colors, films lent by Charles J. Belden, of Pitchfork, Wyoming, were run for the delegates. As a result, the following recommendation was made by that body:

It is suggested: That the United States Bureau of Animal Industry extend as far as practicable the system of identifying branded and tagged cattle of all types, and hogs, that are found to be tuberculous upon post-mortem examination, for the purpose of tracing their origin, and that such information be forwarded immediately to the state live-stock sanitary authorities of the state of origin of such animals;

That branded range and semi-range herds of the beef type from range states be considered free from tuberculosis without a tuberculin test, if no lesions of tuberculosis are disclosed over a period of two years in the accreditation of modified tuberculosis-free accredited areas; provided, however, that bulls and purebreds in such herds are tuberculin-tested;

That these restrictions on feeder cattle and grazing cattle from the so-called range states be not effective until July 1, 1934.

Mr. Brock is to be congratulated on his success in getting the United States Live Stock Sanitary Association to see the justice of a further modification of the area-testing plan. It now remains to secure the co-operation of the Bureau of Animal Industry. Dr. A. W. Miller, of that bureau, will be at San Antonio to address the convention of the American National Live Stock Association, and will also confer with the association's Committee on Tuberculosis Testing, of which Mr. Brock is chairman.

It is hoped that a practical solution of the problem can be found—one that will command the support of the entire West. However, it is unthinkable that the Bureau of Animal Industry, on July 1, 1934, or any other date, will prohibit the free movement of feeder cattle from the West into the Corn Belt. Such drastic course could be predicated only on much stronger evidence than now exists as to the probability of any disease being transmitted in this manner. A few isolated cases of tuberculosis found in range or semi-range herds, traced to infection brought in by bulls before the regulations as to the movement of such animals were tightened up, do not provide a sufficient basis for such action.

When it is considered that between 1916 and 1930 the proportion of carcasses condemned for tuberculosis under the meat-inspection service of the Bureau of Animal Industry was reduced from 0.42 to 0.15

per cent through the cleaning-up of hotbeds of infection in farm and dairy districts, and that very little work has been done in range or semi-range herds during that period, it is apparent that the threat of tubercular infection is largely a dairy problem. The Bureau of Animal Industry should press to a conclusion the work of eradicating the disease from dairy herds, and then see what the slaughter figures show, before insisting on starting on the range herds.

The expense of proceeding with the present plan is also a matter of major concern. Congress and the western state legislatures will have to be "shown" that a real danger exists before they will appropriate the funds necessary to do the work of accrediting areas containing some 14,000,000 range cattle. The fact that it would provide work for some hundreds of idle veterinarians does not justify placing an unnecessary burden on cattle-growers, who have more urgent demands on their money.

## DECLINING USE OF OLEO OIL

**L**ATE IN THE YEAR 1930 THE BUREAU OF Internal Revenue made a ruling that permitted the use of yellow palm oil in the manufacture of oleomargarine without paying the 10-cent tax required on product artificially colored. This led to the adoption of the Brigham bill—effective June 3, 1931—which levied a tax of 10 cents per pound on all product that crossed a very strict color line.

The Brigham bill is discriminatory, in that it fails to exempt from its provisions the use of naturally tinted domestic yellow oils, either animal or vegetable. It limits the manufacture of yellow margarines, colored with palm oil. Hence its principal damage to the live-stock industry is in preventing the use of the yellow oleo oils in place of the yellow palm oil.

Four causes have greatly restricted the use of oleo oils in the manufacture of margarines: low-priced butter, cheap vegetable oils, state legislation, and the Brigham bill.

In the ten-year period from June 30, 1921, to June 30, 1930, the manufacture of all margarines in this country increased from 281,081,514 pounds the first year of that decade to 349,123,725 pounds during the final year. However, the quantity of oleo oil used therein declined from 49,676,000 pounds the first year to 45,322,000 pounds the last year. For the year ending June 30, 1931, only 28,040,320 pounds of oleo oil were used—a decrease of 38.1 per cent from the previous year; and it must be remembered that the Brigham bill was in effect for less than one month of that period. The total production of margarines for the past fiscal year slumped to 277,773,024 pounds—a decrease of 20.4 per cent.

For the first five months of 1931 (prior to the effective date of the Brigham bill) 8,033,241 pounds of oleo oil were used in the manufacture of margarines, against 16,237,042 pounds for the same five months in 1930—a decrease of 50.5 per cent. Total margarine production for the same period

decreased from 140,403,832 to 101,759,524 pounds, or 27.5 per cent.

For the months of July, August, September, and October, 1931 (after the Brigham bill had gone into effect), 5,602,130 pounds of oleo oil were used, against 5,992,890 pounds for the months of February, March, April, and May, 1931 (before the Brigham bill went into effect). This is a decrease of 6.5 per cent. Total production for the same four-month period declined from 76,019,385 to 70,147,142 pounds, or 7.7 per cent.

The Brigham bill was jammed through Congress in a hurry. It should now be amended to exempt product made from naturally colored domestic oils, either of animal or of vegetable origin, from paying the 10-cent tax.

Producers of vegetable and animal fats should unite in demanding that no exclusive rights be given the dairy people at the expense of other domestic industries. When it is considered that the bulk of the butter turned out in this country is artificially colored, the hue and cry raised by the dairy industry against fraud on the part of other producers would appear to be of doubtful sincerity, and to serve only as a cloak to conceal the real purpose of their campaign—namely, to create a monopoly, drive out all competition, and thus force additional millions of pounds of oleo oil into export trade or the grease tank.

### "THE ROAST BEEF OF OLD ENGLAND"

**A**mericans are a fickle lot. During the war, with its meatless days (when livestock markets were crammed with raw material and boats were not available to move the product), its restrictions on sugar consumption, and its coarse breads (can't you feel the lumps yet?), we became so accustomed to being told when and what to eat that we never have reasserted our independence. After the war, with huge surpluses of most foodstuffs on hand, we attempted to eat our way out of it, and the person who was caught feeding on spinach in "Eat-More-Sauerkraut Week" was deemed unpatriotic. If you got your dates mixed, it was hard to get back on schedule.

To make matters worse, a new crop of dietitians was turned loose about this time, with very advanced ideas about calories and vitamins. For no good reason at all, their principal endeavor seemed to be to devise vegetable concoctions that at best were a poor substitute for meat. Peanuts were badly overworked, while soya beans were mistreated in every fashion known to culinary art. Physicians and dentists found that they could get their names in the paper by blaming meat-eating for every unsolved medical problem. Alarmists called attention to the grave danger from indulging in flesh foods, due to the fact that water buffaloes in Timbuktu might have

hoof-and-mouth disease. Thousands of women—and, it must be admitted, some men—quit eating meat, so that they could brag about their ailments, and become walking (if possible) advertisements of soft diets. Health-fad institutes took advantage of the situation and reaped a harvest.

All in all, consumption of beef in this country, pegged at 67.8 pounds in 1900, dropped to 58.5 pounds in 1914, and has scarcely been over 60 pounds since. In 1930 it was down to 50.1 pounds.

We do not need any "Eat-More-Beef Weeks." All we ask is that people should follow their natural inclination throughout the year, and turn a deaf ear to the lavish advice—all gratis, mostly self-serving—which is offered on every hand. Let Dr. Quack and Aunt Sadie console each other with their pet diseases and ailments, but be not bothered by them!

Beef enjoys a tremendous popular demand in this country, as it does in England. Other things being equal, people naturally turn to it when in doubt as to what to order. Our soldiers march on it; our sailors stock their vessels with high-quality beef. Without this natural preference, no commodity could withstand the assaults mentioned above—the unfair competition from overzealous advertisers pushing the sale of their own wares by making obnoxious and untruthful comparisons, and the sales methods employed by price-slashing meat-shops featuring price and not quality. Such stores often fail to include any kind of beef in their week-end specials, claiming that it is too high to feature. This frequently has been the case during the past fall, although only top corn-fed beeves could be considered high in price by any stretch of the imagination, while the rank and file of grass beeves—particularly heifers of the type used by most such stores—were selling at ruinously low levels.

Our English cousins take their food supply more seriously than we do. "The roast beef of old England" has been famed in song and story, as well as in more prosaic historical accounts, for centuries back. The Briton is not so readily diverted to the use of substitutes, so susceptible to the cry of the alarmist, nor so easily led by the wiles of the food-faddist and his health institute. The average pre-war per-capita consumption of beef in the United Kingdom was 61.3 pounds. It dropped to 57.2 pounds in 1921—the year when post-war adjustments were being made—but has ranged from 63 to 66 pounds ever since, according to the latest data available.

In the political turmoil through which Great Britain is now passing, with import duties placed on many commodities, an immediate note of anxiety has been sounded to prevent levies being made against foodstuffs, and particularly meat. A most-favored-nation status has been suggested for Argentina, the



great amount of British capital invested there to serve as an excuse, but the uninterrupted flow of Argentine beef to British markets the reason back of it. Your true Englishman likes his beef today as well as he did hundreds of years ago. The final decision was to place no duties on foodstuffs for the present, with the exception of certain "nonessential" fruits and vegetables.

There is a time and place for people to indulge in new fads and fancies. Dress styles change so frequently that next spring's bonnets are sported this winter. The inner man, however, needs real food today to sustain life and health, the same as he did fifty years ago. If more office girls ordered hot roast-beef sandwiches for lunch, instead of a little roughage in the shape of salad, the increased rate of tuberculosis among females of that class would be checked.

Eat meat frequently for your health's sake. Insist on good quality. Do not let your retailer substitute something else on which he can perhaps squeeze out a little more profit. The industry and the nation will both be served if you follow the lead of your English cousin, and keep careful watch that no artificial restraint is placed on the distribution of that most essential of all foods.

### BOYCOTTING THE SOVIET

**W**HATEVER ONE MAY THINK OF THE Russian experiment, noble or otherwise, it is interesting. The earthquake that overnight turned the social structure of a mighty empire upside down, submerging the ruling classes and placing the lower strata on top of the heap, riveted the attention of the world, even though it made it shudder. What finally will emerge, no man can guess. Through defeats (acknowledged with amazing frankness) and fumbling compromises, a new ethics may be evolved as ugly, and as efficient in its ruthlessness, as was its antithesis, pre-war Prussianism, but lacking the cultural background of the latter.

The infection of communism, to which no nation can close its borders, becomes a direct menace in proportion as economic distress increases. It is today a real danger in many countries. An insidious propaganda, emanating from Moscow and disguised in various garbs, is working like a ferment among the unemployed and that unstable fringe of society for which anything new is preferable to the old order. Against threats from this source we in the United States are in a measure protected by our geographical remoteness and the character of our people. How far the virus of discontent is to become a serious issue here, too, will largely depend upon the good

faith and speed shown by our government and leaders of industry in dealing with the present crisis.

To another phase of the Russian push, however, we are more exposed. It is becoming evident that competition in all the export markets of the world is part of the Soviet long-range program. Vast forces are being marshaled, and enormous sums are being spent, with that one end in view. As Russia by tradition is primarily an agricultural country, the first attack will be along the line of farm commodities. Already she has resumed the exportation of wheat, interrupted by the war. Tomorrow the turn will come to meat. Later, when her industries have been put on their feet, manufactures may follow. And, wherever she chooses to enter, her absurdly low production costs, made possible by her collective system of labor and the depressed living standard of her workers, will make her a formidable rival.

Far-seeing observers realize this. Just as Argentina has forced the United States out of the world's beef markets, so the time may be approaching when Russia will be underbidding us in the international wheat trade, and will take away what is left of our commerce in pork and lard. When that day arrives, our wheat-farmers and our hog-raisers will have to make up their minds to do what our cattlemen have done before them—adjust their production to home demand.

It is a serious picture; but idle protests and petty pouting will avail us nothing. In another column of this issue, Edgar B. Corse, of Greensburg, Kansas, warns against giving cognizance to a delegation of Soviet agents here to undertake a survey of western beef conditions. He exhorts everyone connected with the cattle business to boycott the Russians, recalling how, in 1929, a certain Kansas wheat-farmer, entertaining a party of Soviet emissaries, demonstrated the efficiency of American mechanics so successfully that an order for 100,000 tractors and other agricultural machines was placed with our manufacturers, to help in growing wheat to be sold in competition with his own, and that all he got for his pains was lower prices for his 1930 and 1931 crops—and a free lunch.

THE PRODUCER has always been a bit doubtful of the boycott as an economic weapon. Generally not much is accomplished by it, in the long run. It simply creates a lot of bad blood that is a waste all around, while natural forces pursue their course in spite of it. In this case it is doubly futile, in that it is difficult to see how investigating the conditions under which our cattle are raised and our beef is produced can hurt us in any way, since we long ago ceased to be beef-exporters. Besides, these men, as visitors, are entitled to courteous treatment. That we do not approve of their form of government (any

more than they like ours) is one thing; withholding the information they ask for is quite another.

The point, however, is that, if we cold-shoulder these representatives, and refuse to answer their questions, they will get the knowledge they are after anyway, and will go elsewhere with their orders. We should simply be standing in our own light. There are plenty of manufacturers in other countries (Germany, for instance) who would not turn up their noses at hundred-million-dollar contracts, just to emphasize their distaste for communistic policies. We should simply get a reputation for bad manners, while the other fellow pocketed the profit. This cattle and beef survey, we understand, is of world-wide scope. To British breeders of purebred stock, among whom the Prince of Wales is mentioned, it has meant a number of advantageous sales.

When Denmark, a few years ago, was asked to send her experts to Russia and the Baltic states to help them organize their bacon industry, she complied, well knowing that, after the thing got going, it would just mean that much more competition for herself in the British market. She took the ground that, if she could not hold her own through the quality of her product and the service she offered, her market would soon be lost anyhow; and she preferred to keep the trade channels open for future profitable intercourse.

So we would say: Let our young men go to Russia, if they are invited, to see for themselves how the experiment is working out; let them assist in building her factories, operating her railroads, instructing her workers how to run their machines; let them learn at first hand what she is planning, and how she proposes to achieve it; and then let them return to us, either persuaded that along the road on which her common folk are now marching lies humanity's future, or confirmed in their faith that the whole Soviet structure is built upon sand and is bound to collapse. And, meanwhile, let us here at home go quietly but purposefully about doing what we can to fortify ourselves against the struggle that we see coming, while from our vantage-point we watch the unfoldment of the most stupendous social drama the world has ever witnessed.

#### Russian Wheat Crop

It is stated officially that the Soviet grain collections for 1931 will exceed those of 1930 by more than 180,000,000 bushels.

#### South Africa Imposes Special Duties

To compensate for export bounties on agricultural products, the Union of South Africa has levied an emergency duty of 5 per cent ad valorem on all imports. Wool and citrus fruits are the leading exports to benefit from the new export bounty. The plan is proposed for a period of twelve months.

## BEEF-GRADING AND STAMPING SERVICE AND GRADE STANDARDS FOR CATTLE

BY C. V. WHALIN AND W. C. DAVIS\*

United States Department of Agriculture

UNIFORM MARKET CLASSES AND GRADES OF CATTLE, and their running mate—uniform market classes and grades of beef—may be called children of the American National Live Stock Association. The early agitation by members of the association over these two advanced ideas may now be out of the memory of most of its present membership. The musty records of its resolutions, published articles by its members, and its memorials to Congress in earlier years furnish the proof. Back of this agitation there seems to have been a deep-seated, motivating, economic thought—implied, if not expressed—that grade standards for cattle and beef should be so correlated and simplified that a reasonably definite relationship would be established between them, and that the grade name of the given quality of cattle should be applied to the quality of beef produced from such cattle. The urge back of that was a business-like desire to know what the dressed-meat market was paying for the beef from the various qualities of cattle sent to market for slaughter, and whether the prices paid by a consumer for the various qualities were reflected proportionately back to the producers. This was no idle curiosity on the part of the cattleman. Economic changes were taking place rapidly. Cost of production were advancing, and prices of meats also were advancing and progressively reflecting consumer preference or demand. The cattleman's desire was to produce the quality of beef that satisfied the consumer, and thereby command the higher prices. The desire for standardization, therefore, was a manifestation of the movement, now well under way, of adjusting production to consumer demand. The present day finds the cattleman keener than ever to get to the bottom of the economic factors that control his business and the values of his production, and to adjust his production program to those factors. The shift from four- and six-year-olds to yearlings and twos is cited as evidence.

By the creation in the Department of Agriculture of the old Bureau of Markets (now the Bureau of Agricultural Economics) an organization was established with authority to crystallize these forward-looking ideas of progressive cattlemen. This authority was expressed in two forms in the early legislation for the bureau, giving it authority, first, "for acquiring and diffusing useful information on the subjects of marketing, grading (including standardization), etc., of farm and non-manufactured products;" second, "for collecting, publishing, and distributing timely information on the market supply, demand, movement, and prices of live stock and animal products according to uniform market classes and grades." In later legislation, authorizing the "market inspection of farm products," authority was given to the Secretary of Agriculture, independently and in co-operation with specified groups, "to investigate and certify to shippers and other interested parties the class, quality and/or condition of perishable farm products when offered for interstate shipment or received at important market centers."

Under the first authority mentioned, it was the duty of the Department of Agriculture to prepare, introduce, and encourage the use of uniform market classes and grades for live stock and meats, which, of course, included cattle and beef. Under the second authority, the department was required to establish a national market-news service to provide for the

\*C. V. Whalin is in charge of the Live Stock, Meats, and Wool Division, and W. C. Davis is Senior Marketing Specialist, in the Bureau of Agricultural Economics.



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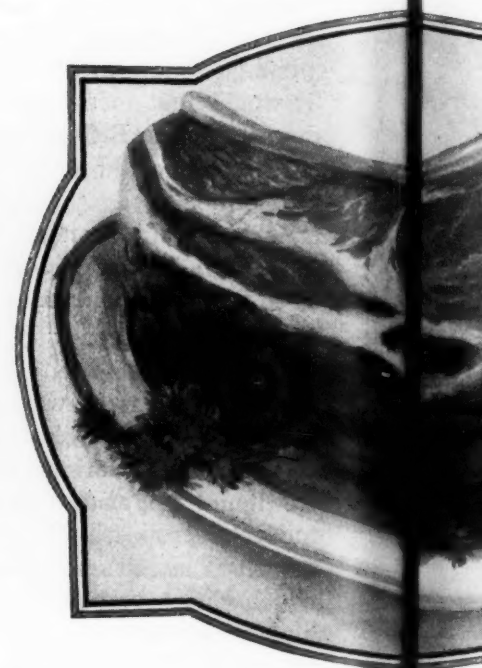
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## GOOD BEEF GOOD



*When mighty roast beef was the Englishman's food,  
It ennobled our hearts and enriched our blood;  
Our soldiers were brave and our courtiers good.  
Oh, the Roast Beef of Old England,  
And, oh, the English Roast Beef!*

—From old English drinking song.

## DELICIOUS

live-stock and meat interests a true picture of the transactions in the major national live-stock markets and meat-consuming centers. Thus in 1916 began the program that is in progress today—namely, the preparation and refinement of uniform standards for the market classes and grades of live stock and meats, and the reporting of the current live-stock and meat markets according to such uniform market classes and grades. This work was undertaken seriously, and the best efforts of our market specialists have been devoted constantly to these problems from the beginning.

Preliminary to the inauguration of the standardization pro-

gram and of the market-news service on live stock and meat, surveys were made in the larger live-stock markets, and in the principal meat-packing and consuming centers, to become familiar with the prevailing market practices and market classifications of live stock and of meats. These surveys revealed a chaotic state of affairs, especially with reference to grades for live stock and meats, and to the nomenclature used to designate the grades. While there was some similarity in the grade names used in the various markets, it was found that these names had different meanings in different markets and in different sections of the country, and even in a given

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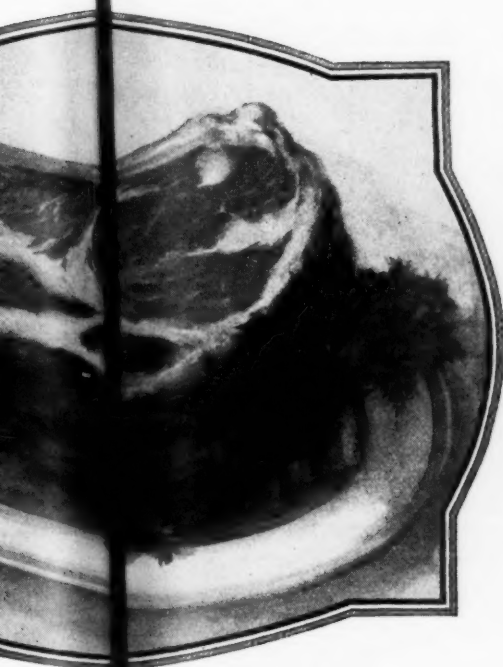
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Buy your  
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from a herd that  
produces this  
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CHEYENNE, WYO.

## BEEF GOOD HEALTH



*John Buli he eats it for figger,  
McTavish eats it for length;  
But the Yankee eats it for vigor,  
To add to his sinewy strength.*

*So here is a toast*

*To the savory roast,*

*The delight of the guest and the pride of the host!*

—Anonymous.

## CIOUS NUTRITIOUS

and meat, sold in the same markets at different seasons of the year, and with no constancy at any time in any of them. Such terms as "natives," "westerns," and "Texas" were frequently used for both cattle and beef. This was confusing, particularly in the beef trade. The chaotic state of the market was such that investigators found beef carcasses called "Texas" that were grown in the Dakotas and slaughtered in Iowa. They found "native" beef that was grown and fed in Texas and in the range country, and eastern "native cattle" and beef that were largely local dairy stock. Another market incongruity is illustrated by the following: In a given market day, "prime and choice" steers in a far north-

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1 Dexter Park Avenue, Union Stock Yards, Chicago, Illinois

## On the Kansas City Market

the Producers Commission Association, a co-operative, is now helping to boost the campaign of the National Live Stock and Meat Board for increased advertising of beef and other meats by collecting the 25-cents-per-car assessment on all shipments.

**PRODUCERS COMMISSION ASSOCIATION**  
KANSAS CITY, MISSOURI

## TO BOTH OF YOU—

Advertiser and Subscriber—there is reason enough, in The Producer's claim to quality circulation, to command the advertiser's inquiries about rates and circulation. Live-stock business men will recognize the reason for The Producer's quality subscribers: authentic and complete information on all live-stock subjects.

**THE PRODUCER**

515 Cooper Building

Denver, Colorado

western market were quoted at \$6.75 to \$7.75 per 100 pounds. On one of the mountain markets "choice-prime" steers were quoted at \$7.75 to \$8.25. "Choice and prime" steers at Kansas City, on the same date, were quoted at \$11.75 to \$12.75, and at Chicago at \$12.75 to \$13.75. It was evident that the various markets, except Chicago and Kansas City, did not have the same qualities in mind. It is unnecessary to illustrate further. Every cattleman whose experience dates back a few years can add copiously to this from his experiences.

It was the duty of the Department of Agriculture to bring



order out of this chaos, if possible. The department went about the difficult task with enthusiasm. It set up tentative standards for cattle and beef, and drew up detailed specifications for the grades. These were based on the average of market opinions and market practices as revealed in their surveys, and the department also drew on the results of research in the universities. Thereafter it reported the market conditions and prices according to these standards in all the live-stock markets and meat-consuming centers where it was authorized to operate.

From the beginning it was the purpose of the department to correlate the grades of beef with the grades of the cattle from which they were produced. This was basic to success. In no other simple way could the true relationship of values be established. This required much careful observation, investigation, and adjustment; but in general, during the investigational and experimental period from 1917 to 1926, or until the Secretary of Agriculture promulgated the tentative beef-grade standards as the official United States grade standards for beef, and until 1928, when he promulgated the tentative standard grades for cattle as official United States standards, it was necessary to make only a few radical changes in the cattle and beef grades as originally set up and defined.

It is evident, therefore, that much experience, many market data, and other information of an incalculable value, have been accumulated during the past fourteen or fifteen years, and lie back of the department's standardization and market-reporting programs and activities.

Under the third and more recent authority already mentioned, the department is conducting the meat-grading and certification service, and the beef-grading and stamping service. The latter was urged by the Better Beef Association in 1926 and sponsored by the National Live Stock and Meat

Board, with which the bureau is co-operating in conducting this new and growing service to the cattle and beef industry. If it is admitted that standards for grades of cattle and beef are children of the American National Live Stock Association, it can be said with equal propriety that beef-grading and stamping are its grandchildren. The object of the Better Beef Association undoubtedly was to encourage activities that would enable the cattle-producer to receive compensation for his cattle in proportion to his progressive efforts at production; in other words, market rewards in proportion to the market value of his animal, as determined by consumer demand and price.

The department's general meat-grading service was inaugurated in January, 1921, when services were rendered the United States Shipping Board. Prior to that, largely because of inexperience on the part of purchasing agencies, contract awards for meats meant little more than price to be paid. Quality or grade, although stipulated in the proposals, for the most part received only casual attention. As a consequence, meat generally much inferior to that called for in proposals was delivered and accepted. Such a practice was, to say the least, a disturbing element to the meat business in general. There were those engaged in meat distribution who felt that meats of the lowest quality or grade were good enough for delivery on contract, especially to institutional trade, despite the wording of specifications to the contrary. Business ethics were all too often forgotten, and these unscrupulous operators became a real menace to legitimate contractors, to whom such practices meant deliberate deception and substitution. Such was the situation in some large eastern seaboard cities when officials of the United States Shipping Board came to the Department of Agriculture with their problems.

The application of the department's meat-grading service, not only to ships operated by the Shipping Board, but to those operated by eastern ship operators in general, has very definitely changed a bad situation into one having all the earmarks of permanent satisfaction to both contractors and their clientele.

Official meat-grading service has grown in popularity, with the passing of time, not only with steamship operators, but with an increasing number of federal institutions, state and municipal institutions, and many dining-cars, hotels, and restaurants. It has grown because it fills in a practical way a long-felt need in the meat and live-stock industry.

In proportion as the products of the farm are bought and sold on the basis of uniform quality, so should the farmer benefit. The United States meat-grading service tends to insure these benefits to live-stock producers generally. One activity of the federal government which has probably been of the greatest benefit to cattlemen is its beef-grading and stamping service. As stated previously, this service was the outgrowth of the activities of the Better Beef Association, and its co-operation with the National Live Stock and Meat Board.

Although considered as altogether impracticable at the outset by some of the best-informed meat-packers in the country, the United States beef-grading and stamping service has now become strongly entrenched as an essential service in beef distribution. Prior to the inauguration of this service there was little or no uniformity in grades of beef between seasons, and between different sections of the country.

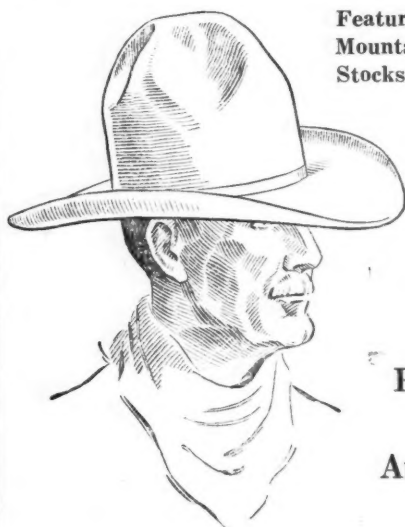
The term "native" in New York City meant one thing. In the cities of the Southland it meant something wholly different. In most of the cities of the Middle West it meant something different again. There was practically no uniformity implied by a grade name, so far as quality of the meat was concerned. Quality differed not only according to geograph-

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ical locations, but with the seasons as well. Coincident with the expansion of the official grading service, the heretofore chaotic conditions are gradually clearing. Beef bearing the United States grade stamp is now available in more than one hundred slaughtering plants and wholesale houses located in sixteen live-stock and meat centers in the country. From these centers distribution can be made to markets in most states east of the Rocky Mountains. There are, however, many slaughtering plants located within the area at which the service is not yet available.

An indication of the growth of the service and its popularity is shown by a comparison of results during the past two years. During the fiscal year ending June 30, 1930, approximately 48,000,000 pounds of steer and heifer beef were graded and stamped. During the fiscal year ending June 30, 1931, approximately 103,000,000 pounds were graded and stamped, or an increase of 113 per cent. Monthly results since June, 1931, show somewhat proportionately greater increases.

As to benefits derived from purchase, sale, and use of United States graded and stamped beef, virtually all interests are agreed that many heretofore vexing problems have been eliminated. Government grading is done by an impartial agency, and according to fixed standards of quality which do not change from season to season, and are the same in all sections and markets. Since this agency has no financial interest in the product, the utmost in practical uniformity is achieved. The "U. S." grade stamp on the meat is, therefore, a true index of its quality. It is placed thereon for protection of consumers generally. Housewives are more and more beginning to understand the significance of the stamp, and purchase accordingly. Retailers handling United States graded and stamped beef report most satisfactory results. When their

customers understand the meaning of the grade stamp on the meat, they begin to understand also the difference in quality or grade of beef. As a consequence, the so-called "price-cutter" loses some of his attraction, and confidence in the dealer handling the United States graded product benefits. Briefly, the grade stamp carries a certain prestige that is not obtainable in any other way, and confidence in the management and in the market is enhanced because of it.

Among the long list of those who have derived satisfaction from handling beef bearing Uncle Sam's grade stamp are hundreds of hotels and restaurants in cities and towns in many states. Many hotel and restaurant operators are not experienced judges of meat, and are not in position to judge quality accurately either in making purchases or in detecting the substitution of low-grade beef. The "U. S." grade stamp prevents such possibilities of substitution and removes the necessity of visits to the market to make selections. Instead, the telephone and the stipulation "U. S. Choice" or "U. S. Good" grade are all that is necessary. And so it is with many steamship companies and dining-car departments of various railroad lines. That which tends to lessen dissatisfaction with meat purchases of all these interests at the same time tends toward increased consumption of meat. Satisfied customers are the best advertisement any industry can have. The stamp placed on the product according to uniform grade standards insures beef of a dependable quality, and this, in turn, reacts to the advantage of beef-producers. Many slaughterers who have consistently made use of the government grading service have materially broadened their outlets for beef. Several of these have reported substantial increases in volume of beef sales, and all attribute the increase to the United States grading and stamping service.

The industry in general has only begun to appreciate its benefits. In proportion as the United States grading and stamping service is extended will maximum results be obtained.

## STOCKMEN

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Stock Industry

## BEEF-CUTTING DEMONSTRATIONS

BY REDMAN B. DAVIS

*Department of Publication, National Live Stock and Meat Board*

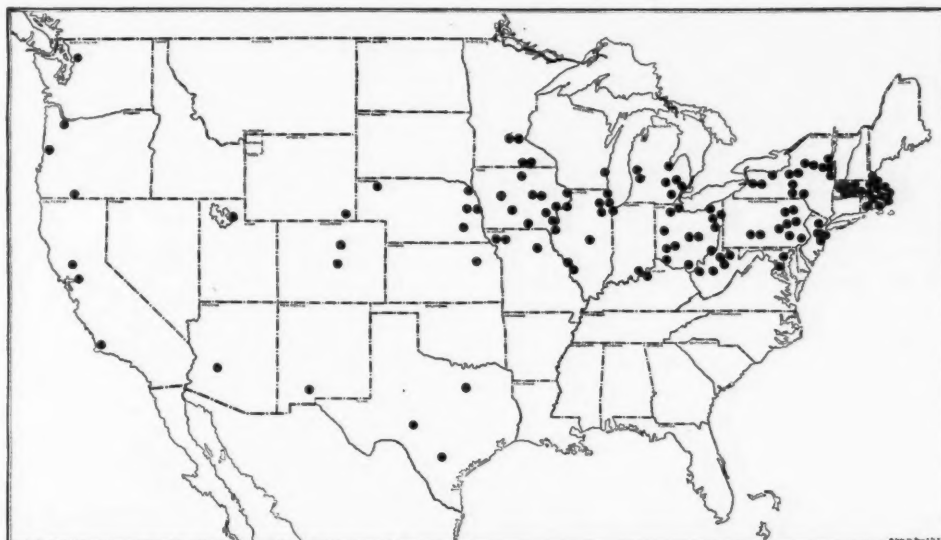
**B**EEF-CUTTING DEMONSTRATIONS, CONDUCTED AS a feature of the National Live Stock and Meat Board's program, have reached into all sections of the United States—especially into the heavy consuming centers where the greatest amount of good could be accomplished. Literally thousands of retail meat-dealers, packers, housewives, college and high-school students, and others have witnessed the demonstrations showing the modern methods of cutting beef. Many retailers who have not had an opportunity to attend a demonstration have gained a thorough knowledge of the cutting methods through the board's manual, "Cashing in on Beef," and through published articles on the subject which have appeared in the leading meat-trade and restaurant journals. Housewives and students have obtained valuable information concerning beef cookery through the "Beef Cook Book," which has been given national distribution as a feature of the special work on beef.

The purpose of this program, of course, is to promote the consumption of beef through proper education. It was originally sponsored and financed by the American National Live Stock Association, the American Hereford Cattle Breeders' Association, the American Shorthorn Breeders' Association, the American Aberdeen-Angus Breeders' Association, and the Institute of American Meat Packers, and has been carried forward by the board, with the co-operation of agri-

cultural colleges, the Department of Agriculture, retail meat-dealers' associations, packers, and other agencies.

The retailers are being shown how to move beef to their own advantage as well as to that of their customers. The

nished by the readiness with which state agricultural colleges have indorsed it and joined in carrying it on. Heads of meat departments at the colleges were quick to see the value of the beef work and have been responsible for its expansion



**WIDE SCOPE OF PROMOTIONAL BEEF CAMPAIGN**  
Nearly Three Hundred Cutting Demonstrations Given from Coast to Coast

cutting methods feature the idea of attractive cuts from every part of the carcass, which should tend to equalize the demand for all cuts of beef. In the past a number of cuts have been more or less a drug on the market. As a matter of fact, about 85 per cent of the demand for beef has been for only about 25 per cent of the carcass. Preparing the less-demanded cuts in attractive form should do much to overcome this prejudice.

Neither has the importance of the size of cuts been overlooked. It is realized that convenient portions of food are one of the things given first consideration by the housewife of today. This is an age of small families, and the housewife buys her food accordingly. Large chunks of meat are no longer in favor.



**ONE OF MANY ATTRACTIVE BEEF EXHIBITS**  
In Place at 1931 Michigan State Fair in Detroit, with Co-operation of Michigan State College

That the demonstration work has real merit is clearly evidenced by its enthusiastic reception on the part of retailers, packers, housewives, and others whom it has reached. The fact alone that the board has more than twice as many requests for demonstrations as it possibly can fill with its limited facilities shows the great favor with which the work has been received.

Convincing evidence of the value of the work is also fur-

far beyond what could have been accomplished had it been necessary to depend entirely upon funds available. A number of the colleges have sponsored state-wide beef campaigns in which their representatives have made all arrangements and accompanied the board's demonstrator throughout an extensive itinerary of cities. In many instances the college men have given beef-cutting demonstrations themselves at local

## Oklahoma National Stock Yards Company

Oklahoma is rapidly taking its place as one of the great live-stock feed and finishing states of the Southwest, and, therefore, is of increasing interest to both the buyer and seller of feeders and stockers.

The use of wheat as live-stock feed has had a large part in this development.

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Vice-President,  
Oklahoma City, Okla.



meetings of their own arrangement. Furthermore, they have responded gladly to a number of requests from the board that they take care of demonstrations which otherwise the board would be unable to handle.

Let us cite just one typical example of how these men are working hand in hand with the board: A request came to the board for a beef demonstration at one of Chicago's leading department stores. The staff demonstrator was off in some far section of the country, and it would have been physically impossible for him to reach Chicago in time for this meeting. The board called on Professor C. W. McDonald, of Iowa State College, who gladly accepted. He demonstrated before an excellent audience of 1,200 housewives.

The interest of the college men in meat-cutting demonstrations developed to such a point that a number of them made the suggestion that the board conduct a school of meat-cutting. They felt that much could be gained from instruction of this sort. As a result, the first Meat Institute was sponsored by the board at Ohio State University. A week was devoted to it, two full days of which were given over to beef. Eight universities and colleges were represented. The program of instruction for the institute followed this general plan: The college men first witnessed demonstrations showing the modern methods of cutting. The instructors went into minute detail concerning each one of the many cuts. Following this careful instruction, the college men were provided with sets of tools and given an opportunity to do the actual cutting themselves.

The success of the institute at Ohio attracted the favorable attention of other universities and colleges. As a result, the board received many requests for similar schools in other sections of the country. It has been able to conduct one additional school of this nature. This school—or institute, if you will—was held at Massachusetts State College at Amherst; and again the keen interest of the college men was clearly shown. Representatives from six eastern and southern universities and colleges attended.

Co-operation of the college men in the promotion of beef has expanded into other fields of activity aside from that of demonstrations. For example, these men have taken an active interest in the installation of beef exhibits at livestock expositions and fairs in various sections of the country.

The board has been successful in developing a national exhibit program. Its limited staff, however, makes it impossible for a staff representative to be on the ground at all the expositions and fairs at which exhibits are now a feature. Again the college meat specialists have come to the rescue. In many instances they have given valuable service which has made possible a noteworthy expansion of the exhibit program.

## The Central Savings Bank & Trust Co.

Denver, Colorado

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## FINAL CROP FIGURES

**F**INAL DATA ON FARM CROPS FOR THE SEASON of 1931 have been released by the Department of Agriculture, including acreage, production per acre, total yields, farm price per unit, and total farm value. Prices are as of December 1 for most crops, but are seasonal averages for crops already marketed. Yields of the principal crops and price per unit are given as below, with comparisons for 1930 (revised):

	Production		Price per Unit	
	1931	1930	1931	1930
Winter wheat (bu.).....	787,465,000	601,840,000	\$0.434	\$0.634
Spring wheat (bu.).....	104,806,000	256,320,000	.....	.....
All wheat (bu.).....	892,271,000	858,160,000	.443	.600
Corn (bu.).....	2,556,863,000	2,060,185,000	.360	.655
Oats (bu.).....	1,112,142,000	1,277,764,000	.231	.315
Barley (bu.).....	198,965,000	304,601,000	.352	.389
Rye (bu.).....	32,746,000	45,879,000	.387	.384
Flaxseed (bu.).....	11,018,000	21,240,000	1.202	1.398
Grain sorghums (bu.).....	104,529,000	64,416,000	.300	.636
Potatoes (bu.).....	376,248,000	333,210,000	.....	.....
Hay, tame (tons).....	64,233,000	63,463,000	9.06	12.62
Hay, wild (tons).....	8,133,000	10,761,000	6.18	7.10
Cotton (bales).....	16,918,000	13,932,000	.057	.095

The total farm value of the wheat crop, winter and spring combined, is estimated at \$395,600,000 (compared with \$514,847,000 in 1930); of the corn crop, \$920,142,000 (\$1,349,218,000); and of all crops, including fruits, \$4,122,850,000 (\$5,818,820,000).

Winter wheat in 1931 yielded 19.2 bushels per acre (as against 15.2 bushels in 1930); all wheat, 16.2 (14); corn, 24.4 (20.4); and cotton, 200.1 pounds (147.7).

The area sown to winter wheat this fall is reported to be 10.4 per cent under that of last season. Condition on December 1 was set at 79.4 per cent of normal, which is 6.9 per cent below the same date in 1930.

## PACKERS DECLINE TO FURNISH DATA ON CHAIN STORES

**F**OUR OF THE COUNTRY'S LARGEST PACKING CONCERNS (Armour & Co., Swift & Co., the Cudahy Packing Company, and Libby, McNeil & Libby) have refused to supply the Federal Trade Commission with information as to their sales to chain stores, to be used by the commission in its investigation of chain-store operations, being conducted under a Senate resolution. The refusal includes selling prices on goods sold to chain and independent establishments, as well as volume of business in specified commodities moving through chain and independent distributing channels, and is based upon certain provisions in the Packers and Stock Yards Act. The data, says the commission in a report to the Senate, are "necessary for an adequate comparison of chain and independent prices."

In explanation of their refusal, the packers contend that information of any specific character in relation to the chains should be secured direct from the chain stores themselves.

## German Tariff Changes

A German government decree has extended the expiration date of the increase in import duties on live hogs and fresh, frozen, and prepared meats from November 1, 1931, to March 31, 1932. Agitation for a temporary reduction in the wheat tariff, to permit replenishment of depleted holdings before prices go higher, has been started. Under his powers, the chancellor may lower the duties by his own order.

# THE STOCKMEN'S EXCHANGE

## ADVISES BOYCOTTING SOVIET

GREENSBURG, KAN., November 25, 1931.

TO THE PRODUCER:

In spite of the vigorous reply of J. H. Mercer, secretary of the Kansas Live Stock Association, to the Soviet Union Information Bureau, under date of October 5, 1931 (published in the *Kansas Stockman* of October 15), in which he disapproves of the Russian economic scheme, on the ground that the present Russian government has repudiated its obligations to the United States, and because its economic program not only is in direct conflict with our principles, but is destructive of personal initiative and independence, and has had a most depressing influence upon the price of farm products and oil, we are informed by the Associated Press, under date of November 24, that "the Soviet firm begins western beef survey" at Kansas City, with S. Ledeneff, first vice-president of the Amtorg Trading Corporation, in charge of the agricultural department, M. D. Kamensky as a director, and S. Saenko as consulting agronomist.

Live-stock raisers, dealers, associations, commission firms, and exchanges had better look out and have nothing to do with these men in any way whatsoever!

John Alford—a large wheat-grower of Ulysses, Kansas—was persuaded by the International Harvester Company to entertain seven representatives of the Soviet government, with an interpreter, during the wheat harvest of 1929. Aided by the weather and the most phenomenal luck with machinery, with four harvester-threshers, manned by the quickest and most tireless expert crews he could procure, Alford put on the greatest record-breaking demonstration in harvesting and threshing wheat ever witnessed. As a consequence, the American machinery companies got an order for 100,000 tractors, a lot of harvester-threshers, and other power machinery—all to be financed and delivered in Russia in time to grow a crop of wheat in 1930. They also got a contract for a lot of machinery factories, to be located in Russia and operated in partnership with the Soviet government—all at an enormous profit.

What did John get? Immediately after the demonstration he got a fine free luncheon at Dodge City. He got only half as much for his wheat in 1930, and one-fourth as much in 1931; likewise his friends, neighbors, and all other wheat-growers.

A fine thing, wasn't it? From their standpoint, perhaps it was all right for the machinery companies, the Russians, and the Soviet government; but it was h—l for John, all of America, and the rest of the world.

A word to the wise is sufficient. As a suggestion only, let every live-stock association call on the exchanges, and get into action by radio, telephone, telegraph, press, and correspondence, to block and annul this western beef survey by the Soviet government, as it will not only further depress our industry, but, if successful, will ruin it. Also, where possible,

let every live-stock raiser, dealer, farmer, commission firm and member, together with all patriotic citizens, do the same.

EDGAR B. CORSE.

## RAILROAD INCREASES DEMAND FOR MEAT

ST. LOUIS, Mo., November 30, 1931.

TO THE PRODUCER:

It may be interesting to you to know that we have greatly reduced our prices on all meat dishes since establishing moderately priced table d'hote meals, on the menus of which appear many meat dishes. A 25 per cent increase has been brought about in the purchases of meat.

I think, as a whole, that we have made a very valuable contribution to the cause in which you are interested.

J. F. HENNESSEY, JR.,

Passenger Traffic Manager,

Missouri-Kansas-Texas Railroad Company.

## THE COWMAN'S NEW YEAR'S RESOLUTIONS

In the *Weekly Market Report and News Letter* sent out by the Arizona Cattle Growers' Association, under date of December 29, 1931, Mrs. J. M. Keith, secretary of that association, writes philosophically about the present situation from the Arizona point of view, and suggests a few New Year's resolutions which might to advantage be adopted by cattlemen everywhere:

"We are leaving behind another year—one of the worst in some respects that present-day cattlemen have experienced, but in other ways one of the best. We have not in many years had such feed as last summer and fall, nor have we had the promise of a better spring. Prices are low, and there was little stability to the cattle market during 1931. We do not know what 1932 holds in store for the cattlemen, but, as usual, we shall probably do better trying to work out our own salvation. Consumption of beef will not increase so long as people are not working, and prices cannot advance so long as everything else is low.

"It will be better for us if, at the close of 1931, we leave behind all memory and longing for the good times of 1928, 1929, and 1930. After all, we worried about as much then as it was possible to worry, and wanted things we could not have. We shall do better to wipe the slate clean of everything but our honest debts, and jump into 1932 with new energy for a brand-new game with what chips we have on hand and no cards stacked against us. Experience never left one where it found him.

"Let us enter the New Year with a few good resolutions: to pay what we owe as fast as possible, crimping ourselves a little to do so; borrow no more money than absolutely necessary, and no more than our cows at present prices can pay back; give more attention to the management of the ranges and cattle; make every cow pay her board by producing a calf; and use only the best bulls we can get, and plenty of them. Make 1932 a good year!

"MRS. J. M. KEITH."



# WHAT THE GOVERNMENT IS DOING

## IN CONGRESS

SINCE THE LAST ISSUE OF "THE PRODUCER" WENT to press, the most momentous session of Congress in a decade has opened. The number of important problems clamoring for attention is such as to tax the patriotism, ingenuity, and industry of our lawgivers to the utmost. Whatever is done or left undone, there is bound to be much criticism, as well as disappointment, colored by the partisan bias of the observer. Let us hope that our representatives in Washington will realize their responsibilities, and rise above the temptation to make political capital out of the distress of the country, with next November's election in mind, during the months to come.

\* \* \*

In the annual message of President Hoover the administration's legislative program is set forth. Naturally, its keynote is economic relief. Most of the measures suggested are of a financial character. What is termed a government "dole" for the unemployed, direct or indirect, is frowned upon. Instead, those out of work are directed to private charity and action by local agencies, which is termed the "true American fashion." Completion of public works should be hastened, and new ones started on a large scale, under a public-works administration, to be created. A temporary increase of taxes, to balance the treasury accounts and promote stabilization of our national credit institutions, is proposed. Creation of a gigantic emergency "Reconstruction Finance Corporation," with a capital of \$500,000,000 and possessing powers similar to those of the dissolved War Finance Corporation, to function for two years in extending credit to industry, agriculture, and railroads, is recommended. Release of tied-up deposits in closed banks through the use of Federal Reserve capital is advocated. Additional government funds should be advanced to Federal Land Banks, and a system of Home-Loan Discount Banks should be organized. The eligibility provisions for rediscount at Federal Reserve Banks should be broadened.

A general tariff revision at this session is opposed by Mr. Hoover, as are further extensions of cash disbursements in aid of war veterans. Relief for the railroads is to be sought through "proper consolidation" and regulation of com-

peting services. Interstate control of electric power is proposed. Transfer of the administrative functions of the present Shipping Board to the Department of Commerce is suggested, making the board a purely regulatory body, with jurisdiction of coast-wise shipping, and of service and rates on inland waterways. The immigration laws the President would tighten, to render statutory the administrative rules under which the influx of aliens has been kept down in recent months.

\* \* \*

A sheaf of bills was dumped into the legislative threshers immediately after organization had been effected. Many of these have a direct bearing on western agriculture. One, introduced by Representative Colton, of Utah, puts into legal phraseology the recommendations of the President's Public Lands Committee, providing for cession of the remaining unappropriated public domain to such states as are willing to accept it. Another would repeal the 640-Acre Grazing Homestead Act. A third would have Congress decree a 50 per cent reduction in national-forest grazing fees for the years 1932 and 1933.

The first bill to be acted upon was a measure providing for a government subscription of \$100,000,000 to the capital of the Federal Land Banks, to be used as a revolving fund, according to the President's plan. After promptly passing the House, it was sent to the Senate, where a subcommittee of the Committee on Banking and Currency, of which Senator Carey, Wyoming's junior member of the upper chamber, is chairman, made a favorable report, adding \$25,000,000 to the amount authorized, to be used in granting postponements on farm-mortgage instalments due—the so-called "moratorium;" this money to be repaid to the treasury when the need for it has passed.

Differing with the President on the "dole," Senators La Follette, of Wisconsin, and Costigan, of Colorado, have submitted bills for the direct relief of the unemployed. The Costigan measure would set aside \$375,000,000 of federal funds, of which \$125,000,000 would be available during the fiscal year ending June 30, 1932, and the remainder during the next twelve months. Both bills would set up federal boards of unemployment relief, to allocate funds to such states as have established relief boards meeting certain definite standards.

Among the many measures dealing with the Farm Board, a bill drafted by Senator King, of Utah, provides for the immediate abolition of the board. Three of its members would be continued in office until such time as the affairs of the board can be liquidated.

Another measure, sponsored by Senators Capper, of Kansas, and Wheeler, of Montana, to turn over 40,000,000 bushels of the wheat held by the board for relief of the unemployed, has been reported favorably by the Committee on Agriculture and Forestry.



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THE  
**Brown Palace Hotel**

FRANK HOART, Manager

## FEDERAL FARM BOARD

**I**N SPITE OF A RECORD OF CREDITABLE ACHIEVEMENT, the real, long-time, constructive program of the Federal Farm Board has only just begun, according to James C. Stone, chairman of the board, reviewing its activities before a meeting of the National Association of Marketing Officials in Washington, D. C., last month. Mr. Stone quoted at length from the second annual report of the board, recently submitted to Congress, stressing the fact that ever since its organization the work of the board had been carried on under highly abnormal economic conditions, both in this country and abroad, and hence had been of an emergency character. Nevertheless, there had been a substantial and continuous growth in the co-operative movement during the past two years. Within that period the number of co-operative associations had increased about 500, and the volume of business handled had grown in value by \$100,000,000. The effectiveness of co-operatives had been greatly enhanced through loans made to them by the board. Up to November 1, 1931, such loans, exclusive of stabilization operations, amounted to \$326,000,000, of which \$175,000,000 had been repaid.

Stabilization operations in wheat and cotton, said Mr. Stone, had been undertaken as emergency measures, and had done much to cushion the decline in agricultural prices and to prevent demoralization in the rural sections. There were, however, rigorous limits to what could be accomplished by such operations. It had been demonstrated that prices cannot be kept artificially high over long periods by such methods, especially in the face of accumulating surpluses. Congress had provided the legislation for establishing the machinery for rehabilitating agriculture. What was needed now was a realization that the present economic evils cannot be corrected by panaceas or magic formulas, but only by united action along constructive lines of all the agencies concerned.

\* \* \*

In an address, "The New Day in Agriculture," by David Lawrence, noted political economist and editor of the *United States Daily*, sent out by the National Broadcasting Company on December 6, 1931, the Farm Board was defended against some of the scurrilous and biased attacks made upon it by those whose interests have been damaged by its operations. Concerning the fantastic statement that the board had lost \$500,000,000 of government money, Mr. Lawrence pointed out that more than half of this had been loaned to co-operatives and was being repaid regularly, while the other half had been invested in the purchase of large quantities of wheat and cotton, in an effort to stabilize prices. What the loss—if any—on these two commodities would be would depend on prices during the next two years. Hundreds of banks had been in danger of collapse when the board stepped in, at the psychological moment, to prevent a further drop in prices, which in turn would have wiped out banks, causing incalculable damage to millions of depositors. For nearly six months the stabilization operations of the board had kept prices above the world level, to the great benefit of the American farmer.

The stabilization work of the Farm Board, said Mr. Lawrence, had been of only secondary importance. Its chief task was its organization activities—helping the farmers create their own co-operative marketing associations, and putting these on their feet so that they would be self-sustaining and profitable. The government had done exactly the same thing with respect to shipping, railroads, and the airplane industry—pioneering in fields where private capital would not or could not enter. If wrong in agriculture, it was wrong in every other activity. The relatively small

## The Intermountain Live Stock Marketing Association

### A Co-operative Marketing Association—

owned and controlled by members who are active in the live-stock business.

### Bonded and Operated under Packers and Stock Yards Act—

a federal law guaranteeing protection and fair practices at public markets for all shippers.

### Offering National Combined Influence and Support—

by the National Live Stock Marketing Association, with representative agencies on eighteen central markets.

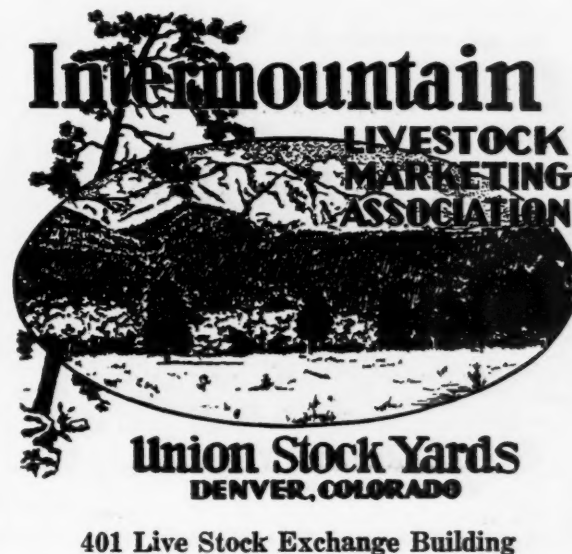
### Well Established and Operating Efficiently—

September, October, and November of last year showed an increase of 66 per cent over the corresponding months of 1930.

### Credit Available to Both Feeders and Producers—

through the Intermountain Live Stock Credit Corporation.

Let us handle your next shipment! Write for detailed information to





expenditure made to save the farmer from greater losses had distinctly been in the public interest. The trend of government was toward full and complete assumption of responsibility for the advancement of agriculture.

Coming from an acknowledged authority in the field of economics, and from a quarter which has been particularly critical of the activities of the Farm Board, this sober evaluation of what the board has accomplished, in the face of tremendous odds, is heartening.

\* \* \*

Hitting back at testimony given by enemies of the Farm Board at the hearings before the Committee on Agriculture and Forestry of the Senate previous to the convening of Congress, the American Cotton Co-operative Association, at a meeting in New Orleans on December 8, 1931, passed a resolution of protest, declaring that the statement that the Farm Board selected the management and directs the policies of the association "is not founded on facts." Faith in the administration of the Agricultural Marketing Act by the Farm Board is reaffirmed, and an investigation of the general cotton situation, cotton co-operatives, cotton-shippers, and the Cotton Exchange is invited. Such an investigation, it is believed, will "clarify the atmosphere and once for all stop propaganda, unfounded rumors, and misstatements." Cotton co-operatives, we are informed, have a total of 201,876 farmer members.

In the letter of U. Benton Blalock, president of the Cotton Co-operative Association, to Senator McNary, chairman of the committee, transmitting the resolution, the criticism of salaries paid by the association is met in this way:

"A \$75,000 salary and bonus for a man responsible for the financing, handling, and distribution of 3,400,000 bales is a fraction over 2 cents a bale. A 1-cent or half-cent-per-bale man can easily be found, but an intelligent American public knows that he could just as easily lose us 5 cents, 10 cents, or more per bale on account of lack of ability and experience."

\* \* \*

A resolution embodying a defense against the charge that the Farmers' National Grain Corporation was paying its officers and employees extravagant salaries was adopted by a committee of the Board of Directors of the corporation

in Chicago early last month, and submitted to the Senate Committee on Agriculture and Forestry. The Farm Board, it is stated, has had nothing whatever to do with the selection of the corporation's personnel, or the fixing or payment of salaries, which are matters wholly within the jurisdiction of the directors. The corporation is a privately owned business, and has been guided solely by a determination to place the conduct of its operations in the hands of thoroughly qualified men. During the first two years of its existence it handled more than 390,000,000 bushels of grain, at a cost of less than one cent a bushel, of which one-fifth took care of all salaries. After setting aside of necessary reserves, net earnings of the corporation represent a gain to organized grain-producers of 2.3 cents per bushel. From the very beginning the corporation has been on a profit-making basis.

\* \* \*

Wheat and coarse-grain co-operative associations have been invited by the Farm Board to establish new advisory committees at elections to be held in Chicago on January 26.

### GOVERNMENT PROTESTS MODIFICATION OF CONSENT DECREE

**R**EQUEST THAT THE SUPREME COURT OF THE United States set aside the decision of the Supreme Court of the District of Columbia under which the Packers' Consent Decree was modified to the extent of giving the "Big Four" the right to manufacture and deal in food products unrelated to the meat-packing business, was made by the Department of Justice and the Wholesale Grocers' Associations last month.

The appeal presents a vigorous protest against the modification, holding that, since the decree had been entered with the consent of the packers and the government, it cannot be altered in any essential except by agreement of all parties concerned. No substantial proof, it is alleged, has been adduced of any change in conditions affecting the power of the packers to restrain or monopolize interstate commerce, since the entry of the original decree, sufficient to justify its modification, nor have the operations of chain stores so changed methods of marketing food products as to justify removal of restrictions on the packers.

Armour and Swift, in their petition for modification, it will be remembered, had likewise asked for permission to retail meats. This request was denied by the lower court, and no appeal has as yet been filed by the packers.

(Arguments on the modification have been set by the Supreme Court for February 29.)

### TEN-YEAR BUDGET PARED

**L**ATE ADVICES FROM WASHINGTON INDICATE THAT the so-called "ten-year program" of the Biological Survey is not to escape the pruning-knife which just now is being wielded so vigorously at Washington. The appropriation bill for the Department of Agriculture, in committee in the House, carries an item of \$608,000 for this work for the fiscal year beginning July 1, 1932—practically \$400,000 less than the authorized \$1,000,000. It is felt by members of the Committee on Appropriations that, under the circumstances, it would not be wise to undertake to increase the amount at this stage. In view of the opposition that has developed in the East to the whole campaign of eradication of predatory animals and destructive rodents, as carried on by the Biological Survey, probably they are right.

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# OUR TRAFFIC PROBLEMS

## TRAFFIC AND TRANSPORTATION

BY CHARLES E. BLAINE

*Traffic Counsel, American National Live Stock Association*

### Pending Legislation in Congress

SINCE THE OPENING OF CONGRESS A GREAT MANY transportation bills have been introduced. The following is a brief résumé of the more important:

By Representative Hoch, of Kansas: H. R. 420, revising section 1 (8) of the Interstate Commerce Act (the commodities clause) so that the prohibition will extend to transportation of any traffic in which the carrier has an interest.

By Representative Hoch: H. R. 421, amending section 1 (3) of the act so as to bring within the meaning of the term "common carrier" "all persons, firms, or corporations who receive goods of others for transportation and combine the same in carload or less-than-carload shipments."

By Representative Disne, of Oklahoma: H. R. 172, to amend section 1 (8) of the act so as to apply the commodities clause to any common carrier.

By Representative Jones, of Texas: House Joint Resolution 56, directing the Secretary of Agriculture to establish a freight-rate adjustment division for the benefit of agriculture.

By Representative Howard, of Nebraska: House Joint Resolution 50, directing the commission to effect reductions in freight rates on export wheat.

By Senator Capper, of Kansas: S. 98, to repeal section 15-a of the Interstate Commerce Act.

By Senator Trammell, of Florida: S. 264, providing for regional appointments of members of the commission.

By Senator Hawes, of Missouri: S. 307, providing for seven regional commissions to co-operate with the commission.

By Senator Walcott, of Connecticut, and Representative Strong, of Kansas: S. I. and H. R. 5060, providing for creation of "Reconstruction Finance Corporation," in accord with the recommendation made to Congress by President Hoover.

By Representative McClintic, of Oklahoma: H. R. 221, providing that the legislature of each state shall have the right to regulate the size, speed, and license fee of all intrastate and interstate busses or trucks.

By Senator Howell, of Nebraska: S. 205, to amend the act by providing for radical revision of the rate-making and valuation provisions.

By Representative Bacon, of New York: H. R. 5596, to provide for the regulation of common carriers by motor vehicles in the same manner as common carriers by railroad.

By Senator Norris, of Nebraska: S. 946, authorizing the issue of \$3,000,000,000 of government securities to provide for the construction of highways, and for increases in income taxes to provide revenue for the retirement of such bonds.

By Senator Robinson, of Arkansas: S. 1236, forbidding collection of the Pullman surcharge.

## Formal Cases Pending before Interstate Commerce Commission

No. 17000, Part 9—Live Stock Rates, Western District: Under the order of the commission, the rates prescribed on live stock in the Western District in this proceeding are to be made effective January 25, 1932. The American National Live Stock Association, the Los Angeles Union Stock Yards Company, and the Western Trunk Line carriers have filed petitions for reopening or modification of the decision.

The petition of the American National Live Stock Association raises four points: (1) The levels of the rates and arbitraries prescribed on animals for slaughter are too high, and should be reduced at least 20 per cent. (2) The levels of the rates and arbitraries on stocker or feeder animals are likewise too high, and should be reduced to 75 per cent of the rates sought on animals for slaughter. (3) Rates on stocker or feeder animals should be established to all public live-stock markets; or, in the alternative, should be continued in effect where now applicable under orders of the commission. (4) Transit arrangements now in effect at Denver, and approved by the commission in this proceeding, should be extended to all public live-stock markets. The petition shows that the average of live-stock prices at Chicago are now more than 17.26 per cent below the pre-war level. Moreover, present prices have collapsed more than 48 per cent subsequent to the close of the hearings in this proceeding in May, 1928. Furthermore, the present single-line rates on fat cattle exceed those prescribed by the commission and in effect prior to 1918 from and to the same points by amounts ranging from 22.88 to 41.5 per cent; notwithstanding all of which, the rates prescribed by the commission on fat cattle will, if they are permitted to become effective, result in increases in the present rates ranging from 2.3 to 19.3 per cent. In addition, the petition shows that the live-stock traffic in the Western District constitutes 2.57 per cent of all revenue carload freight, but pays 4.11 per cent of the total carload freight revenue. Based on this showing, petitioners argue that the live-stock traffic in the Western District is now bearing more than its fair share of the transportation burden.

The petition of the Western Trunk Line carriers asks the commission to modify its order so as to authorize them to continue rates between points in the same state applicable over interstate routes, where there is equality now, the same as the intrastate rates, until its further order, instead of requiring revision of such rates not later than January 25, 1932—the effective date of the order. The carriers assert relief of that sort was granted in the Class Rate Revision, so as to enable the railroads having interstate routes in competition with intrastate routes to continue competition on a basis of equality of rates. This petition of the Western Trunk Line carriers was granted by the commission on December 19, 1931.

In addition, the Santa Fe, Alton, Burlington, Katy, Missouri Pacific, Frisco, and Wabash, by petition, have asked the commission to permit them to continue in their tariffs special



minima, stop-over privileges, and kindred matters, for application from points in southeastern Kansas and Missouri to St. Louis, East St. Louis, Kansas City, and St. Joseph, which are different from those prescribed in the commission's report and order. The carriers contend that the provisions which they wish to continue, including transportation for caretakers, were established to meet truck competition, which competition is "very serious and threatening." Therefore they desire to continue the provisions on and after the effective date of the commission's order until April 30, 1932, and thereafter if, upon investigation, it is found that the provisions are beneficial in producing traffic for them.

#### Decisions of Commission

**Ex Parte No. 103—15 per Cent Case, 1931:** This is the proceeding in which the carriers of the United States sought an increase of 15 per cent in all freight rates and charges, but which, as reported in *THE PRODUCER* for November and December, the commission denied. On certain other commodities, other than live stock and all major agricultural products, the commission authorized specific increases, contingent upon the carriers pooling the revenue therefrom and using it only for the purpose of aiding the weaker lines to meet their interest charges. The Association of Railway Executives subsequently filed the railroads' plan for giving effect to the commission's decision. Oral argument was had on November 28. The commission on December 5 rendered its supplemental decision in this proceeding. It again denied any increase in the rates on live stock and major agricultural commodities. On coal and other commodities it authorized an increase of 6 cents per ton, in place of the \$3 per car allowed in the original decision, and on stone, lumber, and kindred commodities an increase of 12 cents per ton, instead of \$6 per car. On cottonseed meal and cake, oranges and grapefruit, and a long list of other commodities, the commission authorized an increase of 1 cent per 100 pounds, and on all commodities not specifically named or exempted, as well as on less-than-carload rates, an increase of 2 cents.

With regard to the pooling plan proposed by the commission, and the counter-proposal offered by the carriers (see the December *PRODUCER*, page 21), the majority opinion declares that—

"it is pretty clearly indicated . . . that an agreement to adopt and put in force the pooling plan provided for by us cannot be obtained, and, in the absence of such an agreement, our plan could not be made effective, since we have no authority to require such pooling. For the reasons above set forth, and because we desire to act promptly in this proceeding, . . . we hereby modify our original report to the extent of relieving the carriers from the necessity of complying with the pooling plan therein described. This will leave them free to apply in the premises their own loaning plan. . . . We neither approve nor disapprove either the loaning plan or the agency the carriers say they expect and intend to use in making that plan effective. However, we rely on them to apply the funds to be derived from the authorized increases in rates in aid of financially weak railroads, in accordance with the purposes expressed in our original report."

In a dissenting opinion (in which Commissioners McManamy, Porter, and Mahaffie joined), Commissioner Eastman says:

"Apart from the fact that a sound plan is being exchanged for an inferior substitute, it is a matter of great regret that the carriers have shown an inability to grasp the idea which the Supreme Court has recognized and voiced with such clarity and strength—namely, that the railroads are interrelated and mutually dependent parts of a national transportation system. There has never been a time when a spirit of mutual co-operation and solidarity was more essential to the welfare of the industry. . . . If our plan had been accepted in the spirit

in which it was suggested, and put promptly into effect, certain recent and unfortunate developments in the railroad financial situation might have been averted."

#### New Tariffs Filed with Commission

**C. B. & Q. Tariff 17585-C, I. C. C. No. 17809,** effective November 20, provides emergency reduced rates on cattle and sheep, also live-stock feed, between Montana and Wyoming and points in Nebraska.

#### Miscellaneous

President Hoover sent the nominations of Balthasar H. Meyer, of Wisconsin, and William E. Lee, of Idaho, for reappointment as members of the Interstate Commerce Commission to the Senate. They were confirmed December 22.

The commission submitted its forty-fifth annual report to Congress on December 1. It contains 380 pages of statistics and a résumé of the work performed by the various bureaus. The commission makes nineteen recommendations for amendments to the present Transportation Act. One of the important changes advocated is the repeal of section 15-a.

Arguments were made in the Supreme Court of the United States during the week of December 4 in *No. 287, Atchison, Topeka & Santa Fe Railway Co., et al. v. United States, Interstate Commerce Commission, et al.*, in which the carriers attacked the validity of the commission's order in the *Hoch-Smith Grain Case*, decided July 1, 1930. The carriers, in purported compliance with the order of the commission in that case, established rates, effective August 1, 1931, but contend that the rates prescribed are too low and that the relationships between the rates on various commodities are irregular. The court took the matter under advisement.

The railroads of the United States have notified the twenty-one organizations operating under contract of their intention to reduce wages of their employees 15 per cent. The Canadian lines have reduced wages of their employees 10 per cent.

#### RAILROAD STARTS COMBINATION SERVICE

**A**NNOUNCEMENT HAS BEEN MADE BY THE BURLINGTON & QUINCY RAILROAD OF THE inauguration of a combined truck and rail-haul service for live stock in Nebraska. The plan consists of a pick-up at the ranch or farm, conveyance by truck to the shipping point, and thence transportation by rail to market. Insurance may be added, if desired. Local truck operators will act as agents for shippers at country stations, and will be in a position to quote through rates. The truck rate will be added to the rail rate, and the whole collected on delivery at market.

It is planned soon to install a similar service in Colorado.

#### GREAT NORTHERN AND WESTERN PACIFIC LINES JOINED

**C**ONNECTION OF THE SYSTEMS OF THE GREAT Northern and the Western Pacific Railways was accomplished on November 10, 1931, when a golden spike was driven in the last tie of the new extension at Bieber, California, in the presence of a number of prominent railroad executives. The line runs from Klamath Falls, Oregon, to Keddie, California, a distance of 203 miles, and is a link in a competitive all-rail route between the Pacific coast and states to the east. It forms an outlet for the rich timber and stock-raising regions of northern California and southern Oregon, and will be of much importance to those wishing to ship to centers farther south and east.

# FOREIGN

## ENGLISH LIVE-STOCK LETTER

BY JOSEPH RAYMOND

[Special Correspondence to The Producer]

LONDON, December 15, 1931.

**THE END OF THE YEAR 1931 SEES THE MEAT** markets of Great Britain overflowing with a rich abundance of all kinds of meat, selling at low prices. It cannot be said that this plethora of supplies reflects an unhealthy position, as, in every industry, a poor market is soon neglected. Indeed, during a year of unprecedented trade depression, the meat trade of Britain has sustained itself remarkably well, the national method of supporting out-of-works on the dole system has helped the position somewhat, and meat consumption has been well maintained throughout the year.

It cannot be said, however, that the home meat-raising industry is in a satisfactory condition. Agricultural depression weighs on cattle-growing probably heavier than on any other branch of the farming business. During the ten years 1919-29, cattle, other than milk cows, were showing a net loss to the raiser of \$22 (\$4 to the pound sterling) a head. In Yorkshire, over a period of ten years, the cost of upkeep of beef cattle has worked out at practically \$1.20 a head weekly. Investigators have found that only 14 per cent of the cattle-raisers approached have been able to pay their way. Very few farmers make money out of cattle-feeding, the exceptions being those who get the beasts off on good grass. Although this country can boast of the finest pure-bred animals in the world, including such well-known types as Shorthorn, Aberdeen-Angus, Hereford, and Devon, their influence, unfortunately, does not permeate the general run of stock on commercial farms. With the home farmer lies the real reason of the more marketable meat from the Argentine having the full sway that it does.

The following table, showing the decline in wholesale prices of the principal varieties of meat, may be instructive and interesting:

	Nov., 1931	Oct., 1931	Nov., 1930
English prime beef (lb.).....	13.00c.	14.00c.	15.50c.
Argentine chilled beef (lb.).....	12.75c.	15.00c.	15.50c.
First-quality fat sheep (lb.).....	19.50c.	21.00c.	26.50c.
English mutton (lb.).....	16.25c.	18.75c.	23.25c.
New Zealand lamb (lb.).....	15.27c.	17.50c.	18.00c.
First-quality bacon pigs (score).....	\$2.00	\$2.00	\$2.80
First-quality pork pigs (score).....	\$2.44	\$2.48	\$3.60
Danish green bacon (cwt.).....	\$12.00	\$14.00	\$16.00
English bacon (lb.).....	16.50c.	17.50c.	25.50c.

(The above prices are translated at the rate of 2 cents to 1 penny and \$4 to 1 pound.)

At the annual show of the Smithfield Club in London this month—an exhibition over a hundred years old, and famous throughout the world under the title of the Smithfield Cattle Show—the auction sales of live stock and dead meat showed an all-around range of lower prices. The average price per head of 169 show beasts sold was \$139.50, which makes the average price per cwt. (112 pounds) to be \$2.23. In the sheep sales, 234 animals were sold at \$3,576, the average price per stone of 14 pounds being \$1.50.

The meat industry of Great Britain has been somewhat exercised in mind of late by the possibilities of the imposition of import duties on meat and other foods. When the government first got to work on the tariff question, it was feared that a general tariff, including one on food, might be an early result, but the last week or two have shown signs of tariff-mongers being held up in their headlong rush for protection. Undoubtedly, the fear of popular resistance against dearer food makes import duties on meat more unlikely. The Minister for Agriculture has already produced a quota system for wheat, which the milling trade is declaring unworkable, and it is highly unlikely that any quota system for meat will be proposed. It was thought at one stage that, in view of the great supply of mutton in sight from all sources, a duty on mutton and lamb imports might be contemplated; but even this is now held to be improbable. Certainly cheap meat is most desirable throughout 1932, if industrial progress is to be fomented; and, if this is to be maintained, the taxation of beef imports from South America is almost unthinkable.

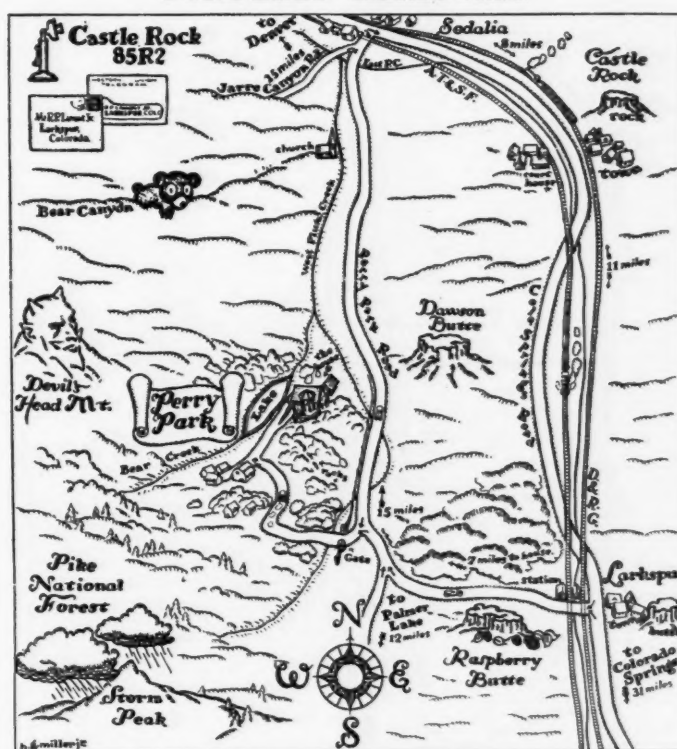
### Argentine Cost of Wheat Production

Average cost of producing wheat in Argentina is about 72 cents a bushel, on the authority of the *Pastoral Review* of Melbourne, Australia.

### Soviet Retail Pork and Butter

The hog-breeding and butter trusts of Soviet Russia have opened a number of stores for the direct sale of their products to the consumer.

## HERD BULLS RANGE BULLS PURE-BRED HEREFORDS



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R. P. LAMONT, Jr., Owner.





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"AND SAY—seems to me the boss has been shipping more cattle than usual the last couple of years."

"Sure—I've noticed it, too. That's because he brings more calves through to shipping age now that he shoots 'em full of those Cutter blackleg preparations."

"Yesterday I heard him tell the foreman that he uses nothing else. Said he could absolutely depend on Cutter's stuff."

"Yes, and you know that fellow that came through here not long ago, representing something or other. I heard him say that they're using Cutter's all up and down the line, big ranches and little ones, and that everybody bets the bank roll on results."

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# THE MARKETS

## LIVE-STOCK MARKET IN DECEMBER

BY JAMES E. POOLE

CHICAGO, ILL., January 1, 1932.

**L**IVE-STOCK MARKETS HAVE BEEN RUNNING WILD. Such freakishness as the cattle and sheep branches have displayed has scant precedent. Variations of \$1 to \$1.50 per cwt. within a few days have marked the course of price events. Always the come-back has been even more emphatic than the previous decline, for which doubtful judgment in loading at interior points has been largely responsible. The debacle of the week before Christmas carried consternation into feeding circles, and while recovery during Christmas week was somewhat reassuring, it was necessary to starve the market for this accomplishment, the final week of the year failing to disclose a foundation. Frequently it has been necessary to carry cattle over several days, and even longer. In instances owners have made a return journey to the feed-lot with their property. That beef trade is in no condition to absorb a continuously heavy run is everybody's secret. Recalling what happened last year, when feeders carried cattle into weight, there is a general disposition to take the short route to market, the result being a formidable assemblage of 900- to 1,100-pound steers, selling anywhere from \$5 to \$8 per cwt., according to condition, which is as important as quality. Minus condition, quality is being severely penalized, and probably will be all through the winter.

### Spread in Cattle Prices Wide

The few finished bullocks available are earning substantial premiums by reason of scarcity. Subsequent to the Chicago fat-stock show the \$13 quotation was erased, few bullocks selling above \$11 during the latter half of December. Not infrequently the top price was \$1 per cwt. above the next highest sale. Contrary to expectancy, the upper crust of the run did not decline so much as the middle and lower strata, maintaining an unseasonably wide spread. Common steers, so popular with feeders during the August-to-November replacement season, trooped back to market, creating a surplus of such cattle as were appraised at \$3 to \$3.50, while the \$10 to \$11.50 kinds had a market of their own. The spectacular event of the month was staged during Christmas week, when prices reacted 75 cents to \$1.50 per cwt., compared with the previous period of demoralization. By curtailing supply at every market on the map during that week, beef trade was relieved of congestion, to which it has been peculiarly susceptible right along. The situation has been aggravated by excessive dumping of merely warmed-up steers that under more favorable conditions would have munched corn another sixty to ninety days. As the country outlet for fleshy, or two-way, cattle was practically closed, a large percentage of the weekly crop was forced into beef channels at a period when poultry had the right-of-way. On this account, December slaughter was much heavier than would have been the case had feeders possessed a modicum of confidence, or had monetary conditions made carrying cattle in the feed-lot less onerous. It was an inopportune moment for dumping common or half-fat medium-grade steers, but not until owners had taken such severe punishment as to

exhaust their patience was it possible to check loading in the country.

### Weight Requirements Changeable

Demand, with respect to weight and condition, has been fickle. At intervals only heavy steers got competition; then, without warning, buyers switched to yearlings and other light cattle. That good heavy bullocks were scarce was a fortunate circumstance, as that fact was solely responsible for sales ranging from \$10 to \$11.75. Eastern shippers substituted with warmed-up big steers costing \$6.50 to \$8, even taking cheap light cattle selling from \$5 down. A heifer market that fluctuated \$1.50 to \$2 per cwt. within a few days caused feeders of that class of cattle serious concern, as they are loaded to the guards. Heifers that could not beat \$5.50 the week before Christmas sold at \$7.50 a few days later. There was no apparent reason for this eccentricity, except an undependable beef market under erratic supply conditions. High temperatures were against a healthy beef trade; competing foods, such as poultry, pork, and lamb, were cheap; and beef prices were not adequately reduced to the ultimate consumer. An aggravating phase was sudden changes in demand with respect to weight, yearlings getting action one day, light cattle the next, which kept the country guessing as to what type to put on the rails.

### Determination to Cash Characterizes Trade

On the mid-December break, most of the steers marketed failed to show a margin of profit; on the subsequent advance, practically everything that had been intelligently acquired and handled paid out. Some cattle that overstayed the high November and early December market, when \$12 to \$13 was paid, arrived during the subsidence period to take \$1 to \$1.50 per cwt. less. The beef-cow market went through a siege, owing to plenitude of cheap steers selling at \$3.50 to \$4.50, which cost less in the beef than cow carcasses. A superabundance of common beef all over the country was responsible. Heavy bullocks that were in good flesh when started on corn frequently gave feeders margins of \$3 to \$3.50 per cwt., and in instances more; but even this trade was fickle. While it was possible to mark prices up \$1 per cwt. or more, December developments furnished nothing calculated to engender optimism in beef-making circles, or to affect determination to cash at the earliest opportunity, cattle-owners needing little encouragement from market representatives to put their

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property on the rails. At the end of December, prospects and conditions were far from reassuring, cattle replacement was at low ebb, and the urge to cash was irresistible.

#### Hogs Stable, if Little Else

By comparison with other branches of the live-stock market, hog trade has been stable. Average drove cost at Chicago was whittled down to \$3.98 in December, from which a reaction of 30 cents per cwt. occurred, the top going from \$4.25 to \$4.65. Evidently the trade is in a rut, and will probably stay there until the bulk of the crop is in. A 7- to 8-cent fresh-pork market—wholesale, of course—has not been reflected in what the ultimate consumer pays. Slaughter has been continuously heavy, but stocks are not burdensome. On every short run a buying rush develops, which is at least prima facie evidence that hogs are cutting at a profit, that fresh meats are moving, and that product tucked away in cellars is considered good property. European conditions have restricted volume of export trade seriously, figures for the year's business promising a startling shrinkage. Weights are running light, especially at markets serving territory where feed is scarce—mainly Nebraska, western Iowa, and the Dakotas. Eastern hogs will exert less influence on evaluation hereafter, but in Chicago territory there will be plenty of hogs right along. Packers have been free buyers at interior points, deriving the great bulk of their Chicago kill by "direct" purchasing. Lard is unpopular, even if the current "make" is light, as speculation is at low ebb, and small packers are anxious to hedge their accumulation. Present low prices have hit the Corn Belt a blow in the region of the pocketbook, as hog money is depended on to meet current obligations, and returns from the market have not been of sufficient volume to do the job. Statistical information concerning the numerical strength of the residue of the crop is conflicting and unreliable, but a time will come when such easy picking as the market has afforded for three months past will disappear. Packers, who lost heavily by depreciation in the value of their product during the latter half of 1931, anticipate opportunity to recuperate by an appreciation on current production. That average hog cost will not hover around the \$4 mark for a prolonged period needs no assertion. The crop has been marketed prematurely and at light weight, especially in territory tributary to Omaha, Sioux City, and St. Paul. Failure of the corn crop over considerable areas to meet statistical prediction means that a spring crop of fat-backs will not be made. Mortality, owing to necro, cholera, and other diseases to which porcine flesh is heir, has cut down the crop, and there is no incentive to put on weight, heavy butcher hogs being threatened with penalization, and at some stage packers will be in a mood to mark up hog prices for the obvious purpose of starting a merchandising movement

and collecting inventory profits. A dollar advance in hogs would exert a favorable influence on cattle and lamb prices—especially the latter. Thirty days hence hog prices will be ripe for an advance.

#### Shipment of Lambs Irregular

An erratic lamb market may be attributed to irregular supply, plus an uncertain shipping demand at Chicago. At the low spot in December, packers made a \$4.75 to \$5 market, with a \$5.25 top; but during the week of Christmas \$1 per cwt. was put on in a few days. On breaks, sorting is invariably heavy; on bulges, the crop goes over the scales "straight." When top lambs can jump from \$5.25 to \$6.25 within a few days, a ray of hope is detected, although every advance is effective in promptly starting a run. Sheep are in the same rut—\$2 to \$2.50 per cwt. Dressed lamb sells readily, but the market balks at absorbing even a limited quantity of mutton. The mid-December break put feeders in position to take heavy loss. In fact, at current cost of putting on gain, \$8 per cwt. at Chicago is necessary to give them an even break. Weight invites penalty, furnishing further stimulation to cash at the earliest possible moment. An open season has been favorable for making gains, but has restricted demand for the product. Few lambs will go into feed-lots the rest of the winter, but a sufficient number is in the preparation stage to hold prices down. Killers intend to acquire this crop of lambs at the lowest possible prices, forcing the product into distributive channels without delay, for what it will bring.

#### Year's Live-Stock Depreciation Heavy

A comprehensive, if not accurate, idea of live-stock depreciation during the past year may be obtained from compilations by the Bureau of Agricultural Economics at Chicago. Although the figures apply to local transactions, they reflect what has happened everywhere. Chicago's aggregate receipts were 15,213,000, approximately, or 200,000 in excess of 1930; the aggregate value was \$292,547,000, or \$125,351,000 less than the previous year, going back to 1904. The value of all cattle was \$149,225,000, against \$205,645,000 in 1930; of calves, \$5,694,000, against \$8,261,000; of hogs, \$110,523,000, against \$169,543,000; and of sheep and lambs, \$25,352,000, against \$32,148,000. Western grass cattle on slaughter account averaged \$5.66 per cwt., or \$54.85 per head, compared with \$7.87 per cwt. and \$82.48 per head in 1930. Western feeding cattle averaged \$5.76 per cwt., or \$44 per head, against \$7.89 per cwt. and \$63.20 per head in 1930. Western cows and heifers averaged \$4.68 per cwt. and \$41.14 per head, against \$6.27 per cwt. and \$56.68 per head in 1930. All western cattle averaged \$5.41 per cwt. and \$47.72 per head, against \$7.33 per cwt. and \$64.80 per head in 1930. Hogs averaged \$6.10 per cwt., compared with \$9.41 in 1930; lambs, \$7.33, against \$9.41 in 1930; and sheep and lambs combined, \$7.04, against \$9.08. Feeding lambs averaged \$5.31 in 1931, compared with \$7.51 the previous year.

#### OUTLOOK IN CATTLE MARKET

J. E. P.

**R**ESTRICTED BUYING POWER AND AN EXCESSIVE spread between wholesale and retail cost of meats are the twin major evils affecting the live-stock industry at present, especially in the case of cattle, which are invariably more seriously influenced by industrial disturbance. The outcome of the winter feeding season has never been more in doubt. Cattle were installed in feed-lots last fall on a basis

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that appeared positively safe, but recent events in the fat-cattle market have aroused suspicion as to what may happen before the crop is in. Market requirements are notoriously fickle. Opinion is bewilderingly diverse, in every sphere from which it emanates. Reputed authorities are discredited by reason of failure to make good on prognostication. The whole civilized world appears to be blundering through a crisis, with no lucid idea of its destination, or the period of emergence. No commodity is more susceptible to adverse influences than food, regardless of the nature of the package. All raw-material markets are disorganized, security bourses are floundering, and in governmental circles confusion reigns, regardless of hemispherical location. Occasionally a rift is detected in an otherwise leaden sky, creating a ray of hope.

Some cattle are making feeders money; others are not paying out; quality of the operation depending on what the cattle are, how they were bought, and the market on which they land. Present indications are that this will continue. The fat-cattle market has been exasperatingly uncertain, which appears logical. Demand blows hot and cold, and is highly selective. One day buyers want weight; the next, light cattle and yearlings have the call. This reflects beef-trade conditions, the fat-cattle market being abnormally responsive. Whenever a few carcasses of one type and weight accumulate in a cooler, the operator throws a fit, switching cattle-buying to what happens to be in demand. Thus buying centers on heavy cattle, or yearlings, or something else in spasmodic and ephemeral fashion. The market does not know what requirements of even the next session may be.

December depreciation put beef cost in the cooler down to a level where it was possible to compete with other foods. A notable development late in the year was revival of small-killer demand, in contradistinction to that from packers. These operators enjoy a decided advantage in some respects—especially overhead expense and close personal contact with the trade. Previously their competition had been lacking. In fact, at the lowest level of the December depression, when cattle went begging for bids, they were practically out of the trade. Consequently their return was an encouraging circumstance. Their name is legion, their demand is varied, and there can be no suspicion of collusion when they enter the market. Their operations are facilitated by lower temperatures, and, if collections are reasonably prompt, they are able to return to the market for more cattle. They need bank accommodation to carry on their business, clearance of their product—not only meat, but by-product—being essential to getting it.

There has been a gradual decline in retail prices—not in the public eating-house sphere, where much meat is consumed, but in the average meat market. To offset distribution expense, meat-vendors have sacrificed quality, which accounts for a broad market for decently fat light cattle selling at \$6.50 down. The feeding community appears to be loaded with "in-between" grade steers, creating an unbalanced supply condition. Trade in this class of bullocks will be erratic from week to week all through the winter, as they constitute a majority. The crop of steers that went into feeders' hands last fall is in process of persistent liquidation, which amounts to an irresistible force. There is danger that the crop of yearlings tucked away last fall will go to the butcher prematurely and in deficient condition, constituting a waste of raw material. Already this disposition to sacrifice young cattle with merit is pronounced. Quality counts for little in a bullock, unless fortified with condition.

With the turn of the year, long-fed, high-dressing bullocks practically disappeared, the great bulk of the offering having been fitted on new corn, its condition at the market

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### Achievements of Matador-bred cattle that you should consider when buying your feeders:

**DENVER**—Western National Live Stock Show. Matador-bred feeder calves, in the feeder show the past four years, won three grand championships out of the four; also one reserve championship.

**LOUISVILLE**—Fat Stock Show. Matador-bred calves fed by Dan D. Casement, Manhattan, Kan., won first in class.

**KANSAS CITY**—American Royal Live Stock Show. Matador-bred calves, fed by Dan D. Casement, in the fat carload show, won the grand championships in 1930 and 1931; also the reserve championship in 1931.

**BALTIMORE**—Fat Stock Show. Matador-bred calves, fed by Dan D. Casement, won the reserve grand championship in 1931.

**OMAHA**—Ak-Sar-Ben Live Stock Show. Matador-bred calves, in the carload fat steer show, won the grand championship in 1931.

**LOS ANGELES**—Great Western Live Stock Show. Matador-bred calves, in the carload steer show, won the grand championship, 1930-1931.

**CHICAGO**—International Live Stock Exposition. The second-prize carload of fat Hereford yearlings at the 1931 show contained eight Matador-bred calves. The third-prize load of Herefords were Matador-bred.

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depending on the flesh carried when installed in the feed-lot. As the winter works along, condition will improve, but feeders are committed to the policy of topping out, taking the short route to market. In many instances they have been "fooled" by a top that is open to the suspicion of being fictitious, although killers contend that bullocks selling at \$10 up are the most profitable kind for conversion purposes. Many a feeder has descended on the market expectant that his cattle would sell within \$2, or even \$3, per cwt. of the top price, only to be disillusioned. Killers continue paying an apparently out-of-line top, even clamoring for such steers. Protests by feeders with cattle realizing \$8.50 to \$9 per cwt. that they are equal to those selling \$2 or more higher fall on deaf ears when directed at buyers. A yarn has gained market circulation that a certain New York buyer had a "mix," involving several loads of cattle bought at a spread of \$3 per cwt. "They all look alike to me," he said, when asked for a sort before putting them on the cars. "Let them go that way!"

Should January and February witness persistent liquidation of warmed-up steers, how far will the crop go? In the absence of reliable statistical information, this query cannot be answered, but a time limit exists. Remembering what happened last year and in 1929, there is not, and will not be, a disposition to run into weight, although a few qualified heavy bullocks are earning a premium. For one thing, the feed situation is far less favorable to putting on gains than three months back, recent estimates of 1931 corn yields necessitating discard of the idea that long feeds will be popular. The financial phase of the problem cannot be ignored, either. Replacement demand has dropped to small volume, mainly because cattle-purchase money is not available. Many would buy cattle if bankers were in acquiescent mood. Assuming that winter replacement is restricted, a time must come when killers will run into tougher picking. Owing to interior banking conditions, commission men are reluctant to fill stock-cattle orders, not knowing if the accompanying draft for the cost will be honored. Instances are recorded where cattle sent to the country on orders could not be paid for after banks had explicitly stated that money was available, necessitating local resale. In one case, the bank guaranteed payment when the cattle were bought, but shut its doors before the deal was closed. All this has a tendency to hamper trade, incidentally restricting cattle replacement. The same factors have doubtless been responsible for premature dislodgment of half-fat cattle.

Carried to a logical conclusion, this train of events should insure a short summer supply of long-fed, high-dressing steers, plus a broad, brisk demand for fleshy feeders somewhere along the route, provided an easier money situation makes it possible to finance such deals. Many qualified 800- to 900-pound steers have gone to the butcher recently in

merely good feeder flesh, at absurdly low prices, compared with what they would have realized after another sixty-day feed. Switch feeder demand to that class, and the whole market will take on a different aspect; and this is not outside the bounds of possibility. Killers are taking this type of steers under protest, as they do not make attractive, profitable carcasses. Invariably the explanation for dumping them is "money;" probably fear has had much to do with it. In any event, the cattle are moving, and will continue to move.

The matter of weight deserves consideration. Bullocks weighing 1,300 to 1,400 pounds have been selling at a range of \$6 to \$11.50 on the Chicago market. Plain heavies at \$6.75 to \$7.50 per cwt. have been substituted by eastern killers for the better types, but are not popular. Carrying such cattle into the tallow stage is an obvious error. At the Chicago International a load of ton-weight, old-fashioned Short-horns were exhibited as a spectacle and in the hope of getting a good price in the auction sale, but \$6 proved to be the limit bid; whereupon the stock-yard company, as an expression of appreciation of the exhibit, paid freight charges to St. Louis. A speculator acquired the cattle there at \$7.50 per cwt., shipping them back to Chicago, where two packers took them on at \$5.50. The incident throws light on heavy-cattle trade, as the few weighty bullocks the market can absorb must have New York or Boston quality. Big steers of the oxy and elephantine type have no dependable market.

The process of marketing cattle now in preparation for the beef-rail will be watched with interest. That it will come short of weight and condition is evident. Probably production will be ample for trade requirements. Had the country been able to beg, or borrow, funds, it would have been numerically stronger. At the new scale of prices, such tonnage as it yields should be readily absorbed. In fact, the market shows a healthy undertone whenever supply is not burdensome.

## STILL TOO MANY LAMBS FOR DEMAND

J. E. P.

**S**PECULATION CONCERNING THE OUTCOME OF THE 1932 lambing season is futile. It is sufficient to know that feed-lots contain enough to keep the meat-rail filled until well along in April. The aggregate number of lambs on feed is in excess of expectancy. Only a guess can be made as to stuff in preparation for the butcher east of the Missouri River, but Iowa, Illinois, Wisconsin, and Indiana are well supplied. West of the Missouri, estimates, which are approximately correct, loom up menacingly. Figures compiled by Bert Roberts, of the Omaha Stock Yards, follow:

District	1931	1930
Northern Colorado .....	1,100,000	1,000,000
Arkansas Valley .....	430,000	380,000
Scotts Bluff .....	400,000	328,000
Platte Valley .....	150,000	100,000
Monte Vista .....	35,000	90,000
Montrose .....	35,000	60,000
Big Horn Basin .....	100,000	100,000
Utah and Idaho.....	300,000	700,000
Totals .....	2,550,000	2,758,000

This, however, does not include the rest of Nebraska, Kansas, or Texas, justifying opinion that around three million head are on feed west of the Missouri. What the Corn Belt states contain can only be conjectured.

The movement is already on, and will not be checked, except for brief periods in response to price-breaks. Every advance will start a run, as feeders are averse to running into weight, and bankers are anxious to count their money. Instal-



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lation and replacement will be light, as there is no incentive to shear, and lambs are reporting at the markets in such condition as to send practically the entire run to the meat-rail. What shearing is done late in the winter will be to secure economical gains, rather than to get possession of wool. Present indications are for liberal receipts all through January, February, and March.

The spring lamb crop is some distance away. That it will be somewhat less in numbers than last year is general trade opinion, but there will be enough to go around. Physical conditions in California have been excellent, giving promise of liberal receipts of fat lambs from that quarter. Winter weather and lambing conditions will have much to do with making the crop in the Northwest. Texas is in the sheep business to stay, and, despite the fact that farm flocks in the Mississippi Valley were not reinforced by the usual addition of western ewes last summer, the so-called native crop will be large, as every ewe capable of delivering a lamb will be nursed through the winter. Getting into excess production was a matter of several years' accretion of breeding stock, so that reduction will not be accomplished overnight.

The fact has been evident for some time that commercial lamb-feeders are taking and facing loss on the crop now in the preparation stage. Farm-feeders with small volume and light overhead can get by, especially when their gain is under contract at 8 to 9 cents; and even when such contracts call for payment of merely the market price of the gain, they are not hit hard, unless they pay cash for feed. Western breeders who put lambs out under agreements to pay a stated price for the gain will probably be definitely cured of that habit, as they would have been money in pocket by selling lambs on the range last fall for whatever price could be obtained.

Slaughter continues heavy, and will continue so until the residue of one of the largest lamb crops the country ever raised is in the cooler. During the four-month period from August to November, inclusive, sheep and lamb slaughter under federal inspection aggregated 6,574,000 head, compared with 6,158,000 in 1930, 5,071,000 in 1929, and 4,965,000 in 1928—an increase of 1,600,000 in four years; but these figures do not reveal the whole story of production increase, as the number of lambs finding local and unexpected slaughter outlets increased in greater ratio. Eleven months' slaughter in 1931, under federal inspection alone, figured 16,489,000—a gain of 4,390,000 compared with 1928. Huge production in 1931 was in the face of restricted purchasing power and wool depreciation. During the 1928-to-1931 period cattle slaughter under federal inspection decreased 400,000 head; that of hogs, nearly 5,000,000 head, based on eleven months' figures.

Last year few sheep—or ewes, to be exact—went to the butcher, for the obvious reason that the market could not absorb the product, and that current prices did not justify putting stock on the rails. Had it been possible to convert surplus breeding stock into meat, a long stride would have been made toward the desired goal—production restriction. Many of these ewes may not go through the winter, especially should it be severe, which would relieve the situation; and, in any event, the mortality percentage will be abnormal. Heavy slaughter of ewe lambs will afford a measure of relief, as in recent years the tendency has been to carry these into the yearling stage. The native, or farm-grown, crop will not be substantially curtailed, as these ewes are hand-tended.

If slaughter of ewe lambs continues, and breeding flocks are reduced by age and other factors, production should be cut by 1933 to proportions consistent with demand for product. The fallacy that, at slightly lower prices, material increase in supply can be absorbed has been exploded. Low prices have undoubtedly stimulated consumption; otherwise freezers would

be full of product; the fact being that accumulation is light. If, and when, slaughter under federal inspection can be reduced 250,000 annually, especially if buying power recuperates meanwhile, the lamb-raiser will be relieved of such tribulation as he has encountered recently.

The winter market will continue its recent erratic course. Prices may be advanced \$1 per cwt. on light runs; but when such bloom accumulates it can be easily brushed away, as feeders are anxious to take advantage of every 50-cent advance, and will tumble over one another in an effort to get to market. Killers are fighting for volume, and probably will continue to do so, unless forced to have recourse to freezing. If any velvet accrues from this season's lamb-feeding operations, however, most of the opinion recently generated in market circles will be discredited. Feeders need \$8 per cwt., Chicago basis, to enable them to pay out.

### WHOLESALE MEAT PRICES

**WHOLESALE PRICES ON WESTERN DRESSED** meats at Chicago on December 31, 1931, compared with December 1, 1931, and December 31, 1930, were as below (per 100 pounds):

#### FRESH BEEF AND VEAL

	Dec. 31, 1931	Dec. 1, 1931	Dec. 31, 1930
<b>STEERS (700 lbs. up):</b>			
Choice .....	\$14.00-16.00	\$15.00-17.00	\$16.00-18.00
Good .....	10.00-14.00	11.00-15.00	14.00-16.00
<b>STEERS (550 to 700 lbs.):</b>			
Choice .....	14.00-17.00	15.00-17.00	17.00-20.00
Good .....	10.00-14.00	11.00-15.00	14.00-17.00
<b>YEARLING STEERS:</b>			
Choice .....	14.00-17.00	15.00-17.00	18.50-21.00
Good .....	10.00-14.00	12.00-15.00	16.00-18.50
<b>COWS:</b>			
Good .....	7.50- 8.50	8.50- 9.50	11.00-12.00
<b>VEALERS:</b>			
Choice .....	10.00-12.00	11.00-12.00	17.00-18.00
Good .....	9.00-10.00	9.00-11.00	15.00-17.00

#### FRESH LAMB AND MUTTON

<b>LAMBS (45 lbs. down):</b>			
Choice .....	\$10.50-12.00	\$12.00-13.00	\$17.00-18.00
Good .....	10.00-11.00	11.50-12.50	16.00-17.00
<b>EWES:</b>			
Good .....	6.00- 8.00	7.00- 9.00	7.00- 8.00

#### FRESH PORK CUTS

<b>LOINS:</b>			
8-10 lb. average .....	\$ 9.50-11.00	\$ 9.00-10.00	\$14.00-16.00
10-12 lb. average .....	9.50-10.50	9.00-10.00	14.00-16.00

### GOOD SHORTHORN BULLS

Sire feeder calves that command a premium.

We will assist you to locate suitable Shorthorns.

**American Shorthorn Breeders' Association**

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### WE WANT TO SELL

51 head of top coming two-year-old bulls from our herd of range-bred Herefords.

HALEY-SMITH COMPANY, Sterling, Colo.



## FEEDSTUFFS

ON JANUARY 6 THE PRICE OF COTTONSEED cake and meal, f. o. b. Texas points, was \$14 per ton. Kansas City hay prices on January 4 were: Alfalfa—No. 1 extra leafy, \$16 to \$16.50; No. 2 extra leafy, \$15 to \$15.50; No. 1, \$13.50 to \$14.50; No. 2 leafy, \$11.50 to \$13; No. 2, \$9.50 to \$11; No. 3 leafy, \$8.50 to \$9; No. 3, \$7.50 to \$8; sample, \$5.50 to \$7; prairie—No. 1, \$8.50 to \$9.50; No. 2, \$7.50 to \$8; No. 3, \$6.50 to \$7.50; sample, \$5 to \$6; timothy—No. 1, \$10.50 to \$11.50; No. 2, \$8 to \$10; No. 3, \$6.50 to \$7.50; sample, \$5.50 to \$6; timothy-clover, mixed—No. 1, \$10.50 to \$11.50; No. 2, \$8 to \$10; No. 3, \$5.50 to \$7.50; clover—No. 1, \$10 to \$11; No. 2, \$7 to \$9.50.

## PACKER HIDES IN DEADLOCK

FOR TWO MONTHS PAST THE MOVEMENT OF packer hides into manufacturing channels has been practically suspended, owing to a deadlock over what is known as the "4-per-cent dispute." Meanwhile, hides have been accumulating and leather stocks diminishing. Late in December the futures market came to life, but spot quotations have been nominal. Packers have shown a disposition to dispose of their holdings by the forward-option route. This would fortify their position by reducing holdings and give them an advantage in the dispute over the 4-per-cent question. In a nominal sense,

heavy native steer hides are on an 8½-cent basis; spready native steers, 8¾ to 9 cents; heavy native cows, 7½ cents; butt-branded steers, 8 cents; heavy Texas steers, 7½ cents; and light Texas steers, 7 cents. All-weight country hides are priced at 5½ cents; cows and steers, 60 pounds up, at 5 cents; and buff weights, 45 to 60 pounds, at 5½ to 6 cents.

The tie-up is something new to hide, leather, shoe, and kindred trades. Usually such a condition indicates lack of demand, heralding sharp concessions when trade is resumed; but on this occasion weight, rather than price, is the issue. Packers have had a practice of adding the weight of trimmings—approximately 4 per cent—to the tanners' bill when loading hides, but the tanners' national organization decided not to accept consignments on that basis after November 1. All efforts at compromise have failed, packers being willing to leave trimmings on the hide.

Shoe business is picking up, and is likely to improve. Leather trade has been active, as shoe-manufacturers are taking on raw material in anticipation of prolongation of the dispute between packers and tanners. The matter of 4 per cent weight amounts to only about one-fourth cent per pound on the present price basis.

## LIVE STOCK AT STOCK YARDS

APPENDED ARE TABLES SHOWING RECEIPTS, shipments, and slaughter of live stock at sixty-five markets for the month of November, 1931, compared with November, 1930, and for the eleven months ending November, 1931 and 1930:

## RECEIPTS

	November		Eleven Months Ending November	
	1931	1930	1931	1930
Cattle*	1,311,569	1,179,639	12,495,773	12,596,357
Calves.....	553,936	516,582	5,667,107	5,833,792
Hogs.....	3,752,093	3,438,896	35,328,131	36,772,169
Sheep.....	2,810,955	2,606,702	30,840,778	27,500,435

## TOTAL SHIPMENTS†

	November		Eleven Months Ending November	
	1931	1930	1931	1930
Cattle*	683,305	649,686	5,710,562	5,633,534
Calves.....	221,653	222,929	1,808,084	1,957,585
Hogs.....	1,426,956	1,268,606	13,547,117	14,339,182
Sheep.....	1,519,586	1,534,653	16,076,612	13,525,135

## STOCKER AND FEEDER SHIPMENTS

	November		Eleven Months Ending November	
	1931	1930	1931	1930
Cattle*	383,963	374,844	2,393,753	2,591,025
Calves.....	102,564	102,898	395,376	503,559
Hogs.....	62,322	37,335	493,024	476,528
Sheep.....	654,804	760,865	4,947,237	4,180,811

## LOCAL SLAUGHTER

	November		Eleven Months Ending November	
	1931	1930	1931	1930
Cattle*	583,899	531,526	6,665,242	6,809,444
Calves.....	320,811	291,907	3,823,632	3,879,935
Hogs.....	2,296,639	2,169,128	21,732,947	22,422,997
Sheep.....	1,280,830	1,079,371	14,623,826	13,942,954

\*Exclusive of calves.

†Including stockers and feeders.



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## SEASONAL INACTIVITY MARKS WOOL TRADE

PEOPLE IN THE TRADE WHOSE OPINION IS WORTH consideration regard the wool market as in a strong statistical position. Inventory-taking always slows business down early in January, but the market displayed a strong undertone previously, and may be expected to resume on that basis, unless something unexpected happens. On this account, expectancy is rife as to what January will develop. Clothing trade has been hampered by unseasonal weather; but, at that, stocks of manufactured goods are not heavy. There has been a healthy demand for quarter- and three-eighths-blood combing wools, and for quarter-blood adapted to the knitting trade. Low "quarters" have also been in demand, while fine wools have been neglected, being in weaker position than lower qualities, owing to relative foreign values. Nominal values of domestic wools are nearer an importing parity than recently, but still below a basis calculated to make importation advantageous.

## COMPARATIVE LIVE-STOCK PRICES

BELOW ARE FIGURES SHOWING PRICES ON THE principal classes and grades of live stock at Chicago on January 1, 1932, compared with December 1 and January 2, 1931 (per 100 pounds):

SLAUGHTER STEERS:	Jan. 1, 1932	Dec. 1, 1931	Jan. 2, 1931
Choice (1,100 to 1,500 lbs.)	\$10.75-11.50	\$12.00-12.75	\$12.00-14.25
Good	7.50-10.75	7.75-12.00	9.00-12.75
Choice (900 to 1,100 lbs.)	10.50-11.50	11.00-12.50	12.75-14.50
Good	7.50-10.50	7.50-11.25	10.00-12.75
Medium (800 lbs. up)	5.50- 7.50	5.75- 7.75	7.50-10.00
FED YEARLING STEERS:			
Good to Choice	10.25-11.25	7.50-11.75	10.00-14.50
HEIFERS:			
Good to Choice	5.75- 7.75	6.25- 9.75	8.00-12.50
COWS:			
Good to Choice	3.75- 5.00	3.75- 5.00	5.25- 7.25
CALVES:			
Good to Choice	4.00- 5.00	4.50- 6.00	
FEEDER AND STOCKER STEERS:			
Good to Choice	4.75- 6.00	5.25- 7.00	7.00- 9.00
Common to Medium	3.00- 4.75	3.50- 5.25	5.50- 7.25
HOGS:			
Medium Weights (200 to 250 lbs.)	4.15- 4.65	4.25- 4.40	7.95- 8.20
LAMBS:			
Medium to Choice (92 lbs. down)	4.50- 6.50	4.50- 6.25	6.50- 8.85
EWES:			
Medium to Choice	1.75- 3.00	1.50- 3.00	

## HOLDINGS OF FROZEN AND CURED MEATS

BELOW IS A SUMMARY OF STORAGE HOLDINGS of frozen and cured meats, lard, creamery butter, and eggs on December 1, 1931, as compared with December 1, 1930, and average holdings on that date for the past five years (in pounds):

Commodity	Dec. 1, 1931	Dec. 1, 1930	Five-Year Average
Frozen beef	25,385,000	54,894,000	58,129,000
Cured beef*	13,785,000	18,498,000	21,430,000
Lamb and mutton	1,967,000	4,628,000	4,450,000
Frozen pork	69,512,000	77,137,000	69,881,000
Dry salt pork*	62,376,000	48,931,000	76,832,000
Pickled pork*	262,375,000	285,636,000	287,516,000
Miscellaneous	50,670,000	75,818,000	63,028,000
Totals	486,070,000	565,542,000	581,266,000
Lard	33,915,000	31,582,000	52,051,000
Butter	42,297,000	88,012,000	83,650,000
Frozen eggs	86,323,000	89,571,000	61,773,000
Eggs (cases)	3,447,000	4,154,000	3,300,000

\*Cured or in process of cure.

## TRADE REVIEW

## NOVEMBER FOREIGN TRADE

IMPORTS IN NOVEMBER DROPPED TO THE LOWEST point in many years, being 11.2 per cent less than for October and 26.3 per cent under those of November a year ago. Exports showed a decrease of 5.9 per cent from the previous month and of 33.2 per cent from November, 1930. Figures for November and the eleven months ending November, 1931 and 1930, follow (those for November, 1931, being preliminary):

	November		Eleven Months Ending November	
	1931	1930	1931	1930
Exports	\$193,000,000	\$288,978,000	\$2,239,625,000	\$3,568,324,000
Imports	150,000,000	203,593,000	1,937,382,000	2,852,272,000
Excess of exports	\$ 43,000,000	\$ 85,385,000	\$ 302,243,000	\$ 716,052,000

## EXPORTS OF MEAT PRODUCTS

EXPORTS OF MEAT, MEAT PRODUCTS, AND ANIMAL fats from the United States for the month of November and the eleven months ending November, 1931, as compared with the corresponding periods of the previous year, were as below (in pounds):

## BEEF PRODUCTS

Commodities	November		Eleven Months Ending November	
	1931	1930	1931	1930
Beef, fresh	110,622	169,154	1,918,751	2,678,026
Beef, pickled	1,030,543	1,164,623	12,190,214	13,710,067
Beef, canned	48,101	157,340	1,427,764	1,637,472
Beef oil	3,752,408	5,657,385	43,021,973	52,236,169
Totals	4,941,679	7,148,502	58,558,702	70,261,734

## PORK PRODUCTS

Commodities	November		Eleven Months Ending November	
	1931	1930	1931	1930
Pork, fresh	1,512,926	2,602,040	8,608,854	15,739,131
Pork, pickled	1,055,555	1,456,598	14,638,010	28,740,060
Bacon	1,912,445	3,445,995	34,788,226	86,212,679
Cumberland sides	143,621	260,766	1,595,560	3,992,572
Hams and shoulders	6,358,674	10,089,245	80,655,720	114,345,175
Wiltshire sides		4,095	144	1,937,400
Sausage, canned	60,905	87,244	934,656	1,295,259
Lard	35,204,709	42,552,356	503,110,682	597,372,402
Lard compounds	152,837	308,701	1,547,901	2,291,464
Neutral lard	795,370	1,035,714	8,453,181	12,364,033
Totals	47,697,042	61,872,754	654,332,934	864,290,175

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# THE BULLETIN BOARD

## PACKERS' BALANCE SHEETS

**Cudahy.**—Business of the Cudahy Packing Company—the first of the “Big Four” to report—for the fiscal year ending October 31, 1931, amounted to \$181,482,000, as against \$231,400,000 the previous twelve months. For this shrink in sales, in spite of a healthy gain in tonnage, lower meat prices are held responsible. Nevertheless, the financial condition of the company is revealed to be satisfactory. Net profit during the year was \$2,009,991, equivalent to \$3.06 per share of common stock, after meeting preferred dividends. Last year net earnings were \$2,512,851. Surplus is \$10,218,000, against \$10,473,000 in 1930, and cash on hand is more than sufficient to liquidate all current indebtedness. Bank loans are lower than at any other time in the past thirty years. For live stock, \$104,179,843 was paid out, compared with \$172,857,624 last year. A

reduction of 10 per cent in salaries and wages was made late in the year.

**Swift.**—Net earnings of Swift & Co. for the fiscal year ending October 31, 1931, after depreciation, federal taxes, and other charges, totaled \$8,235,301. This compares with \$12,491,189 for the previous year, and was the smallest amount earned in a decade. Surplus stands at \$73,943,189, as against \$77,216,699 in 1930. A dividend of 8 per cent was paid to holders of preferred stock. Tonnage handled during the year was larger than during the previous twelve months, but total sales decreased about \$190,000,000, being approximately \$710,000,000 for the year. The company, it is stated, is in excellent condition. While there were large inventory losses, due to declining values, these losses were more than offset by merchandising profits, profits made on the sale of refrigerator and tank cars, and reduction in operating expenses. A good year is looked for in 1932.

**Armour.**—Dollar value of the business of Armour & Co. for the year ending October 31, 1931, was \$668,000,000, against about \$900,000,000 in 1930. For this reduction the decline in commodity prices was wholly responsible, as the quantity of sales was approximately the same for the two years. The price decline likewise had its effect upon the inventory, which was further materially reduced through sales efforts. After depreciation and interest, there was a net

loss for the year of \$17,339,136, largely due to losses in subsidiary enterprises. Surplus now stands at \$20,141,766, compared with \$43,078,092 a year earlier. Operating costs during the year were lowered about 20 per cent. For live stock, \$318,000,000 was paid out. The cash position of the company is described as excellent, with a ratio of current assets to current liabilities of 10 to 1. A reduction in all salaries and wages has been effected.

## CATTLE- AND LAMB-FEEDING SITUATIONS

**Cattle.**—Shipments of stocker and feeder cattle into the Corn Belt states through public markets for the five months July to November, inclusive, were practically the same as in 1930, but below those of any other year since 1920, with the exception of 1927, reports the Bureau of Agricultural Economics. However, distribution was very different from that of last year, in that there was a material increase in the area east of the Mississippi River, while a sharp decrease took place in the states west of the Missouri.

**Lambs.**—An increase of about 13 per cent over last year in shipments of lambs was reported for the five-month period, making them the largest since 1926. While the increase applies to the whole feeding territory, the movement into the states west of the Mississippi has been particularly heavy.

## HOW FREIGHT TRAFFIC IS CARRIED

Estimates presented by the Bureau of Railway Economics place the proportion of ton-miles of freight handled by steam and electric railways in 1929 at 75.8 per cent of the total. Interurban trucks carried 2.5 per cent; inland waterways and shipping on the Great Lakes, 16.3 per cent; pipe-lines, 4.9 per cent; other forms of transportation, 0.5 per cent. The figures for trucks do not cover traffic of manufacturers operating their own vehicles.

### STEER HORNS FOR SALE

Polished and mounted, over six feet spread. Rare opportunity to procure such an ornament. The Texas Longhorn cattle are now extinct. Free photo. Lee Bertillion, Mineola, Texas.

### HARDY ALFALFA SEED,

\$5; Grimm Alfalfa, \$8; White Sweet Clover, \$3; Red Clover, \$7.50; Alsike, \$7.50. All 60-pound bushel. Return seed if not satisfied. George Bowman, Concordia, Kansas.

## TOBACCO FOR STOMACH WORMS

Tobacco and salt will rid your sheep of this pest. Our tobacco siftings are made from Kentucky-grown tobacco, insuring high nicotine content. Send for letters from other breeders who have used our siftings with good results. Price, \$2.50 per 100 pounds, F. O. B. Louisville.

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### LARGE GAIN IN PIG CROP

An increase of 19.7 per cent in the fall pig crop of 1931 over that of 1930, taking the United States as a whole, is indicated by the December survey made by the Department of Agriculture on the basis of reports from 73,000 farms. The estimated increase is 21 per cent in the north-central states, where more than 80 per cent of the commercial hog supply is produced. In the western states it is given as 33.2 per cent.

### WYOMING TO DEMAND LOWER VALUATIONS

Stockmen in every county of Wyoming will meet shortly for the purpose of demanding lower tax valuations on land, live stock, and other holdings, it is announced by Russell Thorp, secretary of the Wyoming Stock Growers' Association.

### G. C. SHEPARD RETIRES

The Cudahy Packing Company announces the retirement of G. S. Shepard, vice-president and director of the company, who henceforth will devote his time to private interests. Mr. Shepard joined the Cudahy forces forty years ago at South Omaha. For many years he has been prominent in packing circles, and is recognized as an authority on the pork phases of the industry.

### OUTPUT OF PACKING INDUSTRY

Preliminary figures of the census of manufactures give the quantities and wholesale values of packing-house products in the United States in 1929 as below:

	Pounds	Value
Fresh beef.....	4,575,491,960	\$ 859,802,873
Fresh veal .....	511,102,745	107,196,896
Fresh mutton and lamb .....	601,718,832	145,416,001
Fresh pork .....	3,571,276,745	603,537,342
Edible by-products.....	568,686,957	63,029,655
Cured beef .....	71,593,184	21,748,985
Cured pork .....	3,528,180,534	668,696,699
Lard .....	2,041,210,887	248,007,633
Other products .....		717,218,013
		\$3,434,654,097

### WORLD'S WOOL PRODUCTION

Wool production in ten countries for which reports have come to hand is provisionally estimated at 2,669,000,000 pounds for 1931. This is 4 per cent more than the 1930 crop. The ten countries are the United States, Australia, New Zealand, Union of South Africa, Argentina, Uruguay, United Kingdom, Germany, Hungary, and Rumania. Together they produce about four-fifths of the world's clip.



## PROTECT YOUR HERD through February

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COTTONSEED CAKE offers the best protection you can give the thin, weak cows in your herd. Cake is highly concentrated, readily digested, and small amounts fed daily will build up body energy.

COTTONSEED CAKE will not only maintain the breeding herd in good condition during the winter, but will materially increase the calf crop. Cows wintered on cake will produce well-developed, thrifty calves and the cows will breed readily after calving.

Don't make the mistake of quitting the Cottonseed Cake too soon. Successful ranchmen attain best results by starting cake early in the fall and feeding it until the grass is good in the spring.

"1932 Feeding Practices" gives the facts you want to know about feeding for greater profit. This book offers tried and proven rations now being used on successful Southwestern ranches. It tells how to reduce death losses and to insure profitable cattle for the markets.

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# ROUND THE RANGE

## GOVERNMENT RANGE AND LIVE-STOCK REPORT

Range and live-stock conditions in seventeen western states at the beginning of December were reported as below by the Denver office of the Bureau of Agricultural Economics:

**Arizona.**—Winter feed and water supplies very good in south; range feed well cured; storms late in November severe in north and northwest; live stock generally in good condition.

**California.**—Pasture and range prospects materially improved by November precipitation, but supplemental feeding must be continued for some time; more cattle being fed for market; sheep in mountain areas in only fair shape.

**Colorado.**—Range feed is only fair; much of eastern part of state and higher ranges covered with snow; live stock in fair condition, but lost flesh in storms.

**Idaho.**—Most of ranges under snow, with considerable feeding; range feed poor; considerable corn and cake being fed; live stock in fair to good condition.

**Kansas (western).**—Pastures approaching normal; wheat pastures poor; cattle generally in good condition.

**Montana.**—Feed very short; most of western and southern ranges covered with snow; live stock in poor to good condition; marketings have been heavy from dry areas.

**Nebraska (western).**—Ranges and pastures poor to fair, with some snow covering; hay and feed supplies low; shipments have been heavy.

**Nevada.**—Winter ranges poor; November snows provided stock water, and sheep moving to desert; live stock in fair condition; fall shipments of cattle and lambs heavy.

**New Mexico.**—Range feed good; heavy snows in west, northwest, and south in November, causing some loss of sheep; live stock generally in good condition; cattle marketings have been light.

**North Dakota.**—Feed and water short in west, forcing sales of live stock; most of ranges covered with snow; cattle and sheep in fair to good condition.

**Oklahoma.**—Little feed on native pastures, except in south; too wet for wheat pastures; hay and feed sufficient; cattle in good condition.

**Oregon.**—Range feed improved with precipitation; considerable snow in east; hay generally short, and feed being shipped in; marketings of cattle and lambs have been heavy.

**South Dakota (western).**—Ranges mostly covered with snow; feed short; cattle and sheep shipments have been heavy; live stock in fair condition.

**Texas.**—Ranges, and wheat pastures in north, helped by recent rains; range feed generally good, except in south and extreme west; cattle in good condition, with light fall shipments; sheep picking up, with shipments heavy.

**Utah.**—Winter ranges carry poor feed; water shortage relieved by snow; hay supply short; cattle in fair to good condition; sheep poor to fair; lambs shipped close.

**Washington.**—Ranges improved, but feed still short in central sections; hay generally ample; live stock in good condition.

**Wyoming.**—Live stock in fair to good condition; range feed below normal; ranges in places covered with snow; hay and other feed short; lamb marketings heavy; cattle being held where possible.

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